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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 95

DECEMBER 19, 1936

Number 25

★

May yours be a  
Merry, Merry  
Christmas  
and a glorious  
New Year

★

The Visiting Corporation



## THE BUFFALO MEAT GRINDER

**A** QUALITY-BUILT machine with an enviable record for producing properly ground meat and for giving continuous dependable service in hundreds of sausage kitchens throughout the country.

The closely fitted feed screw carries the meat to the knife and plate through the rifled cylinder in a steady flow, without mashing, backing up or heating the meat.

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KALAMAZOO VEGETABLE PARCHMENT COMPANY  
PARCHMENT (Kalamazoo County) MICHIGAN

# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 95

DECEMBER 19, 1936

Number 25



*Member*



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Associated Business Papers**

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**Daily Market Service**  
(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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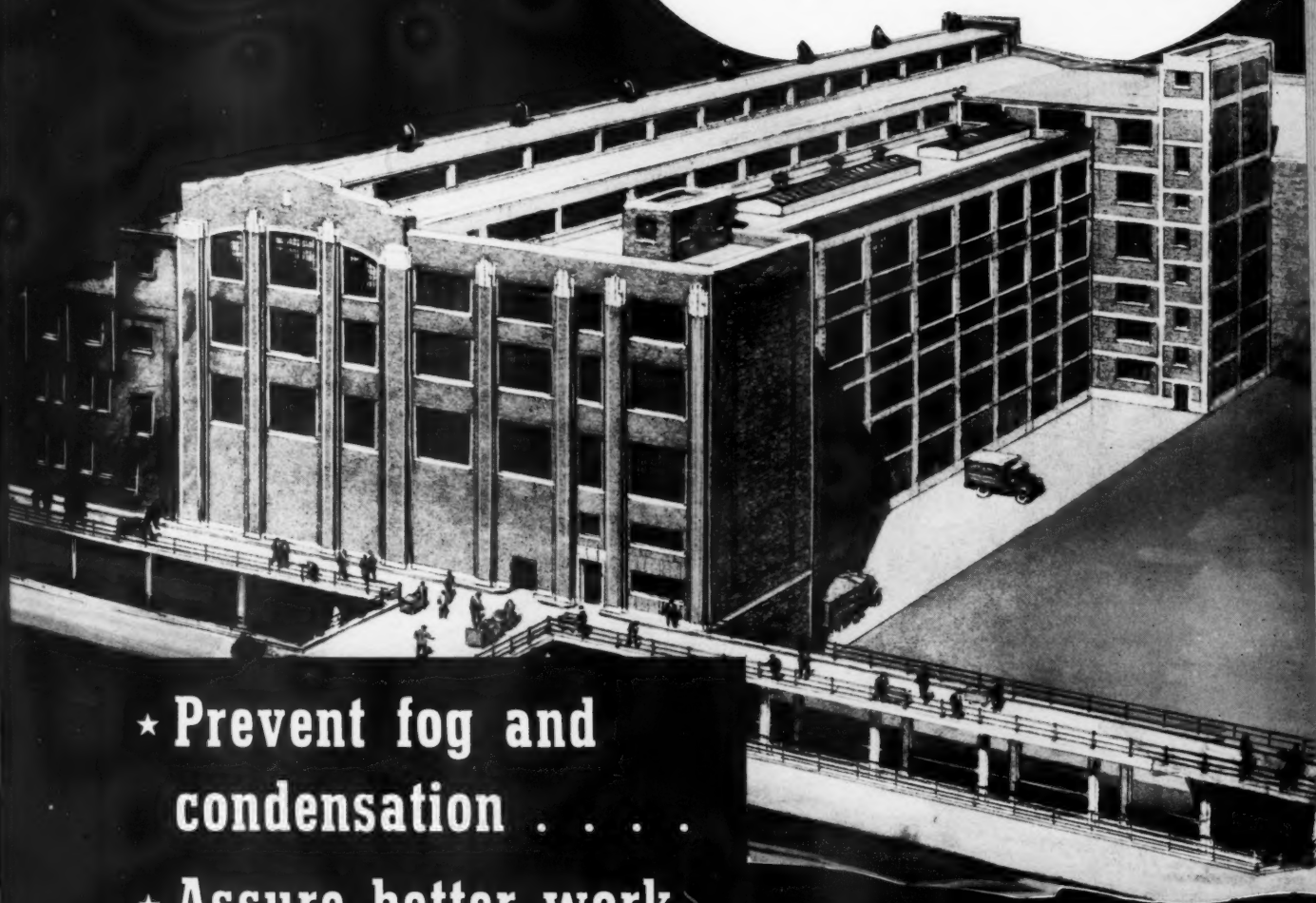


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**Heat and Ventilate  
new Cattle Kill with**

**Carrier  
Unit Heating**



★ Prevent fog and  
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★ Assure better work-  
ing conditions . . . . .

★ Reduce Operating  
Costs to a minimum

**... IN LARGE OR  
SMALL PLANTS**

**SEE NEXT PAGE  
FOR DETAILS**



(Above)—EVERY SIX MINUTES, 72,000 cubic feet of air is completely changed in the Armour & Co., Kill Room. No fog—no condensation here!

(Right) NO SPACE WASTED! Compare this Carrier Heat Diffuser suspended from wall of Armour & Co. plant, with old-fashioned, bulky heating coils.

(Left) LOOKING UP at Carrier Heat Diffuser suspended from ceiling. Another example of the space saved by modern heating and ventilating equipment.



# Carrier Unit Heating!

**Y**OU'LL find no fog or condensation in the modern new cattle kill building of Armour & Co., Chicago. Carrier Heat Diffusers keep the air constantly in motion, replacing the moisture-laden air with fresh, warm air in cold weather, and fresh cool air in warmer weather. Even in the offal room, where products are washed in hot water, the atmosphere is fresh and clear—no steam or vapor.

There is no moisture to settle on beams, trolley rails and other equipment and cause corrosion and unsanitary conditions. Sweating, dripping walls and ceilings are unknown. Winter or summer, the Armour & Co. building will pass strict government inspection.

## Low Original Cost—Low Operating Cost

What a contrast from the kill room conditions of only a few years ago! And yet, with all these superior features,

Carrier Unit Heating actually costs less than the old-fashioned central heating system. Costs less to install—because units can be located where most convenient, on the floor, suspended from ceilings or attached to walls. Cost less to operate—because they direct the heated air exactly where needed, and reduce heat waste to a minimum. No cumbersome ducts to sweat and drip—to interfere with trolleys and conveyors!

Freedom from fog and condensation—lowest possible cost of operation—infinately superior working conditions. Armour & Co. get all these features with Carrier Unit Heating—and protects its investment for countless years to come. Carrier Unit Heating is backed by more than 15 years' experience in designing heat diffusing and ventilating equipment in every size, style and shape of building. It is a

product of the same engineering skill and experience that *invented* air conditioning.\* Carrier refrigeration and product conditioning is famous in packing houses the world around.

## For Old Buildings as well as New

Carrier Unit Heating is demonstrated to be the logical system to consider for new cattle kill buildings. But if your building is old or small, don't think you can't enjoy the economy and efficiency of modern heat distribution and ventilation—you can! Your local Carrier dealer—listed in your 'phone book—can show you how Carrier Unit Heating can be adapted to your plant, for this winter, without interrupting your daily operations. Call him today!

CARRIER CORPORATION, Desk 604  
850 Frelinghuysen Avenue, Newark, N. J.

Send complete information on ☐ Carrier Unit Heating, ☐ Carrier Refrigeration, ☐ Carrier Industrial Air Conditioning.

NAME .....

ADDRESS .....

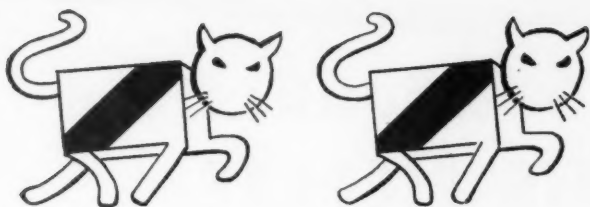
CITY ..... STATE .....



\*In 1911—25 years ago this month—Willis H. Carrier founded the new industry when he disclosed the scientific laws of air conditioning to the American Society of Mechanical Engineers and began making air conditioning installations.

# Carrier

## Air Conditioning



## Copy-cat Competition

*Even things like this can be settled  
without a "business scandal"*

"A COMPETITOR is copying my package and my lawyers say I can't stop him." A manufacturer laid this problem at our door.

Side by side the two packages were not identical. But the imitation was so close in color and design that an unscrupulous dealer could pass it off for the genuine article.

We talked with the offending company. Asked them whether they didn't think they could make more money in the long run by building up their own name and product, instead of trading on the reputation of another.

They hadn't looked at it that way. They changed their package, and are glad they did. So is the complaining firm.

This case is not unusual. We have handled many like it. It shows how business can get help when legal

action is impossible. This is one of the many services always available to any business through the National Better Business Bureau.

✓   ✓   ✓

The National Better Business Bureau is maintained by business to help national advertising regulate itself and to promote public confidence in advertising and selling. It is a non-profit corporation, supervised by a board of directors elected by the membership and serving without compensation. It is operated by a staff of experienced executives who have no other business connections. More than 10,000 inquiries were answered in 1935; more than 6000 in the first half of 1936. To learn more of its work and the ways it can serve your business, send for the free booklet, "How You Can Use the National Better Business Bureau."

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### National Better Business Bureau, Inc.

405 Lexington Avenue, New York City

Please send me a copy of "How You Can Use the National Better Business Bureau."

Name \_\_\_\_\_

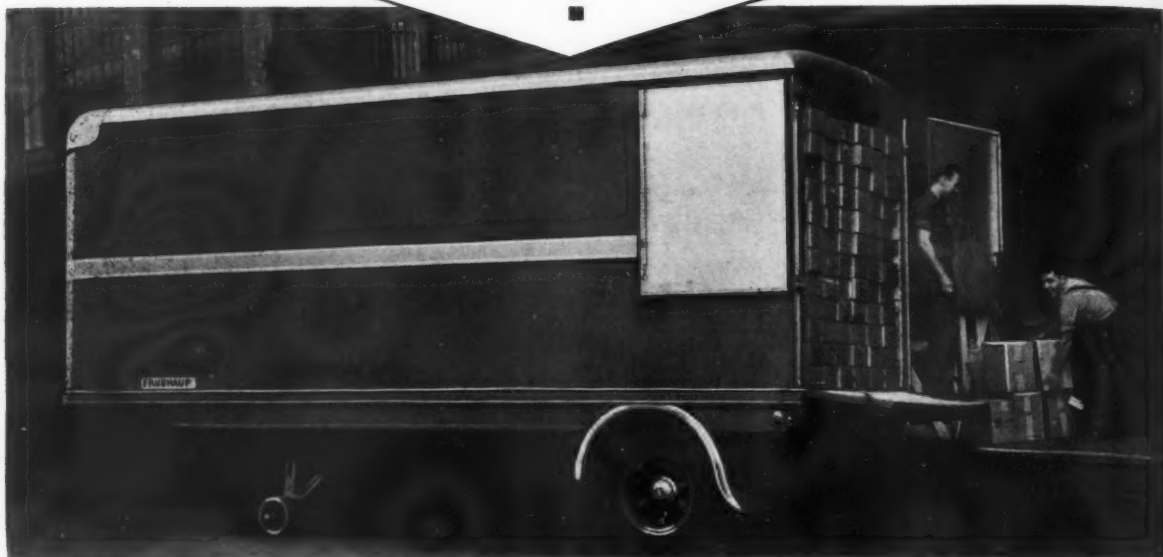
Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

# WHAT'S WRONG WITH THIS PICTURE

?



*There's no truck! But that's not wrong—it's the way money is saved. The truck is on the road with another Fruehauf Trailer—it's not idling while this one is being loaded.*

AND here's another amazing thing: the truck used to pull this 8-ton payload has a rated capacity of only 1½-tons!

Why is this possible? Because any motor truck you operate, if used as a tractor and coupled to a Fruehauf Trailer, can easily haul two to three times its normal load capacity.

You don't increase the load usually carried by the truck; you put the extra load behind and make use of the truck's surplus pulling power—power which otherwise is wasted.

These two factors alone—(1) no truck need idle at the loading dock and (2) each of your trucks hauls more than twice its normal load—explain why a 40% saving in your transportation costs, through the use of Fruehauf Trailers, is a conservative estimate.

Why not figure this saving into your 1937 budget? Word from you

will bring a Fruehauf man to your office. He'll study your present set-up and submit a definite recommendation. His services won't obligate you—they should have a very helpful influence on your earnings for 1937. May we work with you on this basis?

*Oldest and Largest Manufacturers of Trailers*

**FRUEHAUF TRAILER COMPANY**  
10917 Harper Avenue - Detroit, Michigan

*Sales and Service In All Principal Cities*



## THIS BOOKLET WILL HELP YOU

The second edition of "Executive Thinking" that popular pocket-size booklet which helped so many men cut their companies' transportation costs. Tell your secretary to write for your copy.



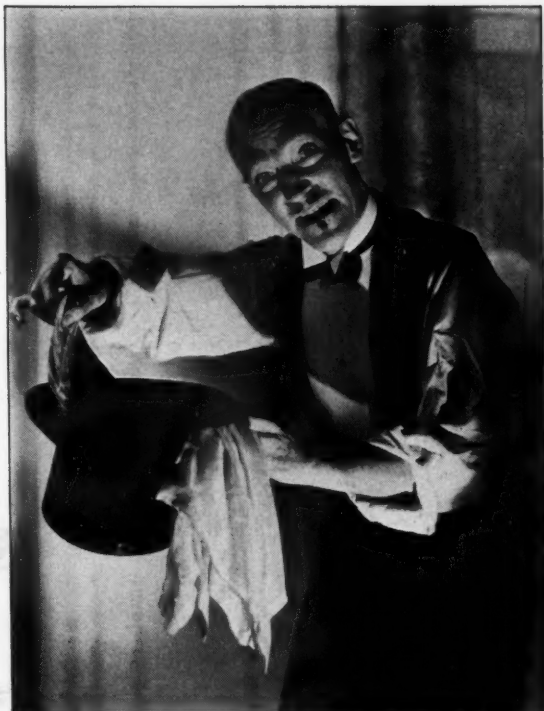
# FRUEHAUF TRAILERS

*"Engineered Transportation"*

REG. U.S. PAT. OFF.



# It's not done with mirrors!



**T**WENTY YEARS ago 215,000 motor trucks roamed the highways, most of them open bodies, light in weight and extremely limited both in service and radius of operation.

Today 3,500,000 motor trucks serve our nation from coast to coast. You can ship anything by motor truck—from power boats to orchids—and you can send the truck from Maine to California. The triumph of today's motor truck service is shared by engineer, manufacturer and shipper because all three had a part in its development.

\* \* \*

DURING more recent years one particular phase of motor shipping service has seen an amazing development—the refrigerated motor truck. Once, there were

skeptics. But today — fresh fruit is shipped from Florida to New York, fresh fish from Boston to St. Louis, fresh meat from Oklahoma to California—all by refrigerated motor truck.

And yet there is no magic to the honest, dependable refrigerated motor truck service offered shippers today.

A refrigerated motor truck is essentially a combination of only two things—a system for taking heat out of the body, and insulation to keep outside heat from entering. The efficiency of the two determines the operating cost.

The refrigerated motor truck has developed most rapidly in the past 5 years, but as long ago as 1921 engineers and body builders began using Dry-Zero Insulation to solve unusual transportation problems.

They continued to use it for every type of truck, carrying every known perishable, under every climatic condition. They specified it not only for refrigerated trucks but for trucks operated at normal or pre-cooled temperatures. This means

that the original research work done in the development of Dry-Zero Insulation was checked and re-checked under actual working conditions by fair-minded but severe critics.

Therefore if you want a frank and sound opinion on Dry-Zero Insulation, ask the body engineer or builder, or any of the numerous operators who have used it for the past 5, 10 or 15 years. They know!

\* \* \*

**YOU SHOULD** give careful attention to the insulation requirements of your refrigerated trucks. Get the independent advice of an engineer, a body builder and a truck manufacturer.

Also, as a further help in the best possible solution of your problem, write to us for an insulation analysis of the particular truck you have in mind. Simply give the size of the truck body, the merchandise to be carried and the required temperature. This is a service rendered without charge by the engineering department of Dry-Zero Corporation. There is no obligation.

## In Truck Insulation You Need These 5 Qualities:

1. High efficiency
2. Lightness
3. Moisture resistance
4. Rot resistance
5. Permanence

**TO GET ALL 5 USE  
DRY-ZERO INSULATION**

## DRY-ZERO CORPORATION

222 North Bank Drive, Chicago • 687 Broadview Ave., Toronto

**DRY-ZERO**  
**INSULATION**  
*The Most Efficient  
Commercial Insulant Known*

# Season's Greetings

May Christmas bring joys  
that will remain long in your  
memory and may Health,  
Happiness and Prosperity  
continue with you through-  
out the New Year.

*That is the wish  
of all of us*

**ROSS & ROWE, INC.**

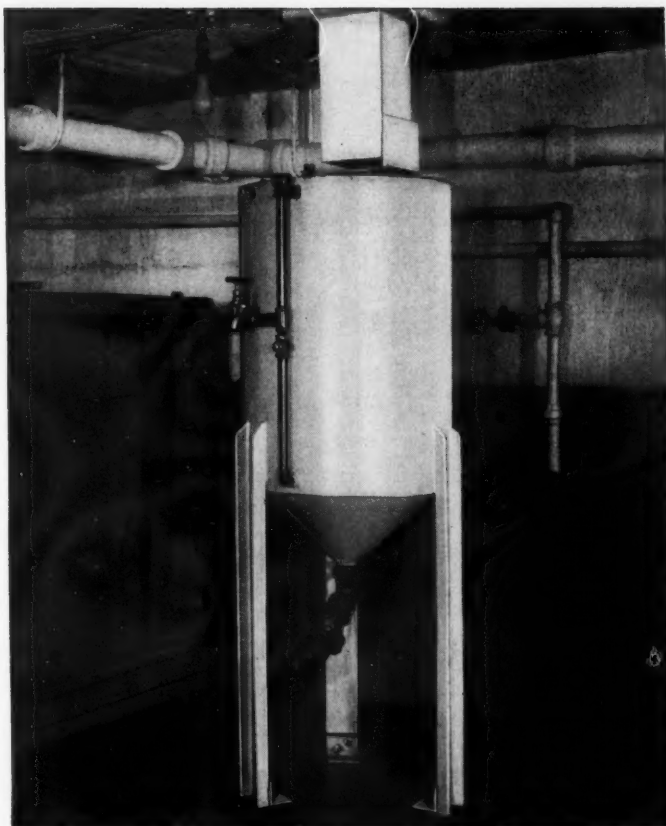
75 VARICK STREET  
NEW YORK

WRIGLEY BLDG.  
CHICAGO



# BRINE

Lixate Brine is used for curing fish at Forty Fathom Fish Co., East Boston, Mass. At the right you see the Lixator and part of the storage tank in the plant of this well known packer.



## PURE AND CLEAR, AND INSTANTLY AVAILABLE

Modern packing plants now "turn on" brine just as they turn on water—and the brine is pure, fully saturated and filtered crystal clear. The Lixate Process has made this possible. It is completely automatic. Salt feeds by gravity to the Lixator, where it is dissolved automatically to make fully saturated brine. This is self-filtered, flows to a storage tank of required capacity, and brine is "on tap" at any time, for any use in any part of the plant to which it can be piped.

Obviously this better brine costs less to make than brine made by older methods. The

Lixate Process saves in the cost of handling salt and the cost of making brine—no stirring, sponge filtering, settling, no labor. It saves in costs of handling brine, for it is piped by gravity or pumped throughout the plant. A fourth saving comes from using economical grades of rock salt. Lixate users report savings of 20% and more in the quantity of salt used.

Write for a free copy of the new edition of the Lixate Book—or better still, a Lixate engineer will call, without obligation, and show you how you can produce better brine at a far lower cost.

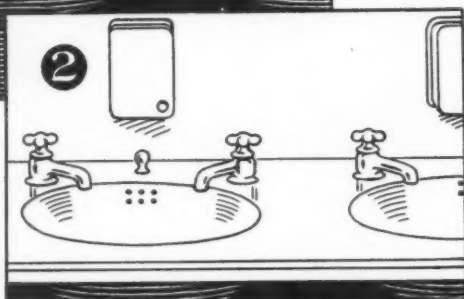
## INTERNATIONAL SALT CO., INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. • New York, N. Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. • REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. • MINES: Retsof, N. Y. • Detroit, Mich. • Avery Island, La.



# Washroom Waste *Pays No Dividends*



## Contrast~

1. Wasteful — Untidy — Unsanitary
2. Economical — Neat — Sanitary

The thin wafers of bar soap in the public washrooms usually are discarded—that's sheer waste. Also, they cause an untidy, messy looking washroom and should be abolished. Powdered FLOTILLA Soap, in the new sanitary dispensers, prevents all waste, yet provides bar-soap satisfaction and gentleness.

These steel enameled dispensers, set flush against the wall, are neat and tidy, and easily filled. With each case of 48 packages of Powdered FLOTILLA Soap, you may have one FREE! Additional dispensers, if needed, will be supplied at cost.

## POWDERED FLOTILLA SOAP

ARMOUR AND COMPANY • Industrial Soap Div.  
1355 W. 31st Street Chicago, Illinois

## BANISH IT!

It's the little savings, here and there, which aggregate sums substantial enough to become evident on the profit and loss statement. However, the saving you can effect in washroom soap is by no means inconsequential, and should not be ignored.

And when, at the same time, you can provide greater cleanliness, neatness and comfort—immediate action is in order. Powdered FLOTILLA Soap is the answer to this problem.

Modern, Unbreakable Dispenser—  
**FREE!**



*Ask  
about  
it!*

**\$4.00** VALUE  
*With each  
case of*

**POWDERED FLOTILLA SOAP**



# THE NATIONAL PROVISIONER

DECEMBER 19, 1936

*The Magazine of the Meat Packing and Allied Industries*

## PACKER'S *Delivery Costs*

**Vary With Volume and Should Be Figured Accordingly**

**I**N THE meat packing plant cost per unit of product fluctuates with volume. As volume increases product costs decrease.

This is true over a wide volume range, and up to at least the volume point represented by capacity of the plant.

The packer recognizes this relationship between volume and costs and tries to maintain his operations as nearly as possible at plant capacity. He knows that when he increases volume he also increases the spread between costs and selling prices—that is, his profit.

This same relationship between volume and costs exists, in a greater or less degree, in individual processing operations. Costs are lowest when building space, equipment and labor are used at capacity. They increase as volume decreases and as idle and waste time increases, whether of men, machines or building space.

### **How About Delivery Costs?**

But ask any packer what his delivery cost is per 100 lbs. of product!

You will find he has not considered volume of product delivered in figuring delivery cost. He will invariably quote a flat price. And,

\*Keystone Transfer Co., Uniontown, Pa.

### **FILLING ORDERS**

System in meat distribution begins in the order department, and ends with delivery to the customer.

**By H. D. RYAN\***

strangely, this will generally be in the neighborhood of 40c.

It is unusual for any packer to agree that—as with other costs—delivery expense varies with quantity of product distributed. And it is even more rare to find a packer who takes fluctuating delivery costs into account when pricing his products.

Failure to carefully calculate delivery costs may very easily lead a packer into serious difficulties.

### **How Delivery Costs Vary**

Every packer should be interested in studying the delivery cost and volume chart (Fig. 1) shown



on this page prepared from a packer's actual cost records. The solid line is volume of business in pounds for each month of the year. Dotted line shows cost of delivery per 100 lbs. of product.

During the first month of the year in question this packer sold 3,835,000 lbs. of product. Cost to deliver this was figured at 40c per cwt. During June volume had dropped to 1,864,000 lbs., and delivery cost reached the high point of 82c per cwt. During the last 6 months of the year sales improved and delivery costs decreased. Sales during December were 2,279,000 lbs., and delivery cost was 71c per cwt.

This packer operated during the year without actually knowing what it was costing him to deliver 100 lbs. of product.

At some time previous someone in the organization had estimated delivery was costing 40c per 100 lbs., and this figure was used in all cost accounting and price calculations during the period in question.

### Thousands of Dollars Lost

However, the study revealed that, instead of a delivery cost of 40c per cwt., this packer paid out an average for the year of 65.4c for each 100 lbs. of product delivered—a difference of 25.4c between estimated and actual costs.

This higher-than-estimated delivery cost—not recovered in the prices of products quoted customers—might very readily have been responsible for much of the packer's loss on his year's operations.

The firm in question sold 29,450,000 lbs. of product. The extra cost of 25.4c per cwt., not figured in pricing product, represented many thousands of dollars this packer did not get, but should have had if he had known his delivery costs and had priced his product to include all this cost.

This is a typical illustration of packer

indifference to delivery costs. We find numerous similar incidents in our work. Packers often operate 12 or 15 years without making a delivery survey.

### Delivery Costs Ignored

If a packer makes money it is in processing, manufacturing and merchandising. Distribution is too often considered secondary—a necessary evil that must be tolerated.

The packer spends thousands of dollars, perhaps, to perfect a new product. When it is ready to be marketed he employs the best salesmen he can hire to sell it, and appropriates large sums to advertise and build consumer good will.

But when he prices it he too often forgets that after a sale is made the product must be delivered.

### Wrong Thinking

I am inclined to think many packers take delivery payroll as total delivery cost. In too many cases to be merely coincidence we have had packers tell us their delivery cost per year was a certain amount. In checking their books we have found the delivery cost given checked exactly with the delivery payroll. In such instances other items of expense—including fixed charges on trucks, garages, etc., and operating costs—apparently are ignored.

In one plant we were amazed to find no one was in charge of the truck fleet, or had any authority over truck deliveries. In no case coming under our observation have we ever discovered any provisions in the books to take care of delivery fleet administration.

### Loss on Small Orders

Special service and small orders continue to account for much of the unnecessary high cost of meat delivery, despite the considerable amount of discussion given by packers to this subject.

If packers knew their delivery costs undoubtedly they would be more care-

ful in framing delivery policies, and would be less anxious to service unprofitable accounts.

One illustration out of many at hand will serve to call attention to the money lost on small orders. A packer salesman sold product totaling \$25 to a small cross-road store. The profit on the item was good at the time—6c lb.

But to deliver the order a truck on the route closest to the store had to go 25 miles out of its way. A check-up revealed that it cost \$2.50 to deliver the product, not taking into account packing and cost of handling in the plant. The packer lost perhaps \$1.50 on this deal.

Similar instances of delivery losses are altogether too numerous in packers' records.

### Conditions Have Changed

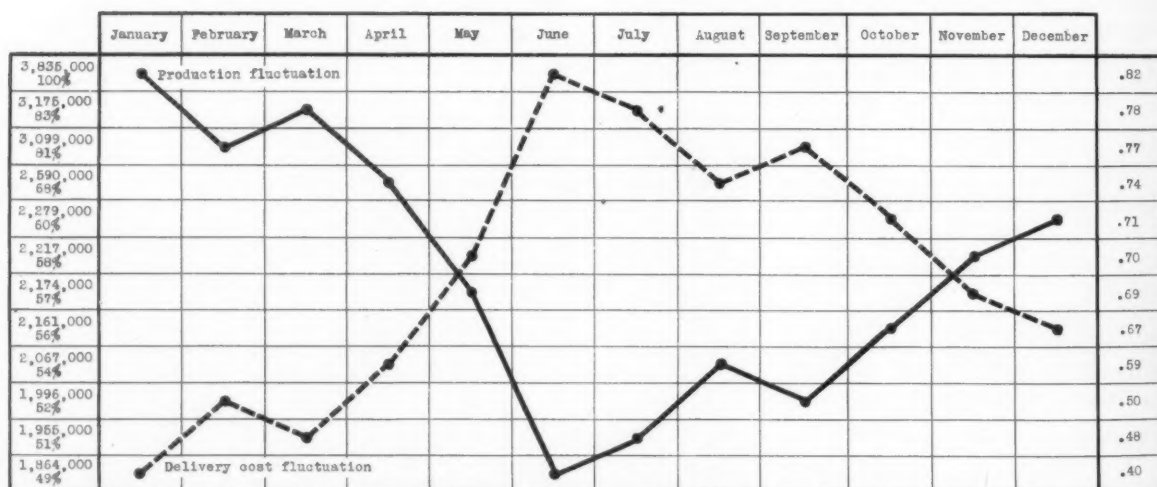
The car route is largely passing out of the packer's distribution picture. The more flexible truck is taking its place. Freight rates were fixed. Truck costs vary. The situation, therefore, has changed.

We might be charitable, and credit the bad situation in meat delivery to the fact that the packer has not had time to become adjusted to a changed situation, or thoroughly familiar with the limitations and possibilities of the new delivery set-up.

Such an explanation, however, hardly fits the situation. I have yet to meet anyone in charge of meat plant deliveries—with one exception—who would admit they do not know their delivery costs or that their fleets are not operating at 100 per cent efficiency. This is an unhealthy situation in any industry.

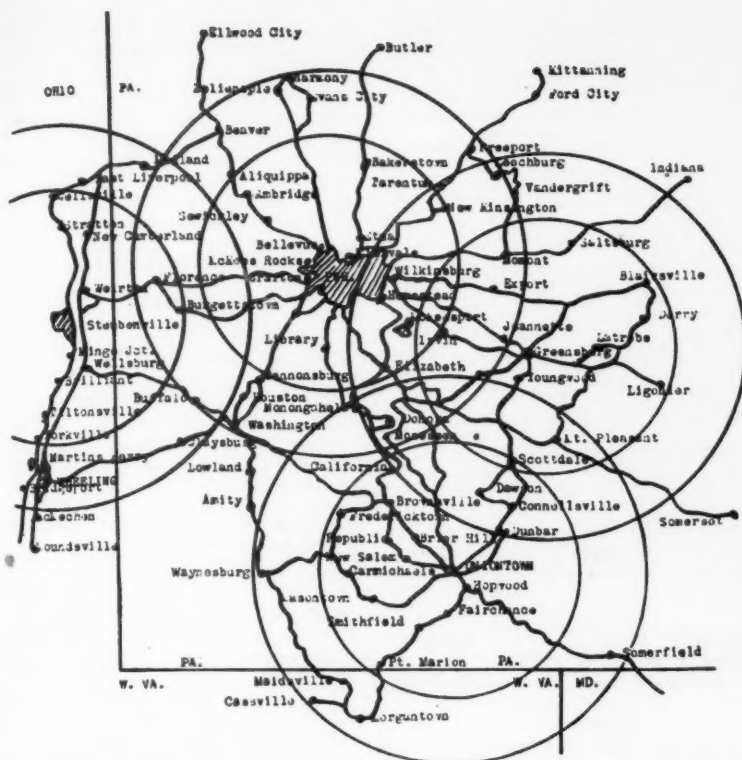
### Too Much Service

The truth probably is that the packer has been so anxious for business and greater volume that he has overserved his customers. In doing this he gives



INFLUENCE OF VOLUME ON DELIVERY COSTS

FIG. 1.—To assume that delivery is made at a non-fluctuating cost per cwt. of product at various seasons is seldom true. In this case, because of fluctuation in volume of sales, cost of delivery varied from a low of 40c per cwt. to a high of 82c per cwt.



away not only profits on sales made to a certain percentage of stores, but possibly also the profit on sales to 25 other customers for each customer who should not have been sold in the first place.

Small orders, special service and lack of cost knowledge by no means represent all reasons for high meat distribution costs. There are a multitude of others, only one of which will be discussed here, however. This is a lack of planning to secure the greatest delivery efficiency within a sales territory.

## Planning Territories

Each territory is a problem in itself and requires individual study. What has been accomplished in territorial route planning, therefore, in any particular case would be of little benefit to other packers, except to serve as an illustration of what is possible when care, thought and expert attention is given to this problem.

A packer serving the Pittsburgh, Pa., territory formerly used four distributing points — Pittsburgh, Uniontown, Steubenville and Greensburg. There was much overlapping of routes from these towns, as shown on the accompanying sketch map (Fig. 2). This resulted in inefficient service in some towns, duplication of effort and high delivery costs generally.

A study of the territory, roads, location of towns, etc., showed that by increasing the territory served from Pitts-

in use reduced, better service rendered and delivery costs cut.

## Savings That Paid

Fig. 3 shows the manner in which distribution from Pittsburgh was widened. A comparison of this latter map with Fig. 2 will show just what was accomplished. Supervision, of course, was reduced, trucks were brought under closer control, service to customers was improved, costs were cut and volume was increased.

### Delivery Consultants

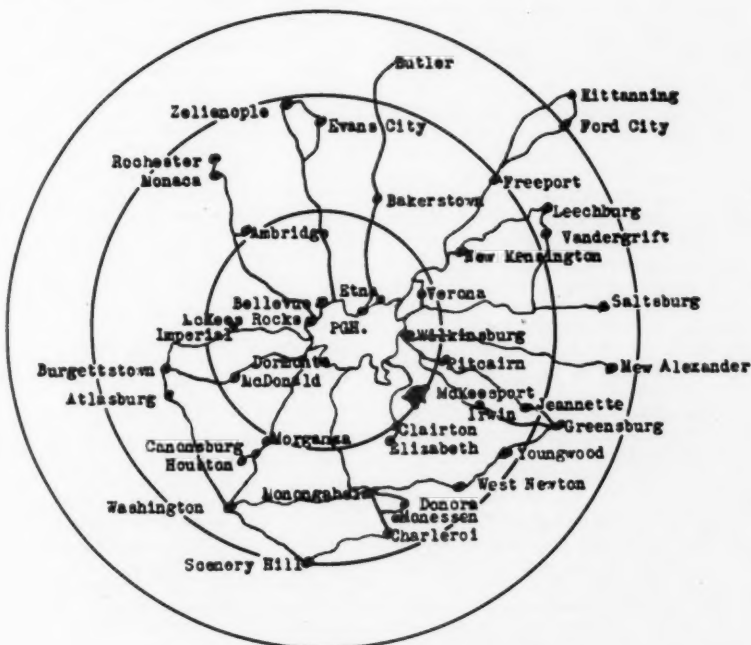
I wish detailed savings in this instance might be given, but this is impossible. It is sufficient to say that these savings are bringing a very large return on the cost of making the de-

(Continued on page 18.)

### LIVESTOCK BY MOTOR TRUCK

Cattle, calves, hogs and sheep marketed by truck during November, 1936, at thirteen principal livestock markets totaled 2,663,392 head. This compares with 1,820,757 head in November, 1935. Of the number marketed by truck in November, 1936, there were 549,954 cattle, 214,673 calves, 1,449,990 hogs and 448,775 sheep and lambs.

During the first eleven months of 1936 marketings by truck at these points totaled 22,509,527 head against 1,820,757 head in the like period of 1935. During the 1936 period 5,634,825 cattle, 2,172,262 calves, 11,126,827 hogs and 3,575,813 sheep and lambs were delivered by truck.



### HOW THE SITUATION WAS IMPROVED

FIG. 3.—Increasing the territory served from Pittsburgh to the extent shown enabled one distributing point to be abandoned, reducing costs. (Compare with Fig. 2.)



---

# TAX Records

## What Employer Must Do To Comply With Social Security Act

---

WHILE employers will make only one return annually under the unemployment insurance section of the social security act, they must make numerous returns under the old age retirement section of the law. The information for making these returns is taken from the records mentioned on page 16 of THE NATIONAL PROVISIONER of December 12.

### Old Age Retirement

For example, one packer writes:

QUESTION.—We have heard that we will have to file individual returns for each employee in connection with the old age retirement tax. Is this correct?

ANSWER.—A separate Form SS-2a for each employee, showing taxable wages paid to him during three calendar months, must be attached to Form SS-2, the quarterly summary of taxable wages paid to employees and of taxes with regard to such wages. The returns which employers will have to file may be briefly summarized as follows:

### Monthly Tax Returns

SS-1 must be filed for each calendar month beginning with January, 1937. This return reports the employees' tax and the employers' tax for the month. Taxes are due at the time returns are filed, which is on or before the last day of the first month following the period for which the return is made. For example, the return for January, 1937, will be due on or before March 1 (if February 28 did not fall on Sunday the return would be due on February 28).

SS-2 is the summary return, referred to previously, which is filed for each period of three calendar months ending December 31, March 31, June 30 and September 30. However, the first of these returns will be made for the six-month period of January 1, 1937, to June 30, 1937, and every three months thereafter. These returns must be filed on or before the last day of the first month following the period for which they are made.

SS-2a is the form, referred to previously, for reporting the taxable wages of individual employees. It is filed quarterly with Form SS-2, except that the first of these returns will be made for the sixth month period of January 1, 1937, to June 30, 1937, and every three months thereafter.

SS-3 is the form used by the employer to give information regarding any employee who reaches the age of 65 or

dies before reaching that age. In addition to reporting the attainment of the age 65 or death of an employee, the form must show taxable wages paid or to be paid for the period covered for the employee's services.

### Employees' Records

QUESTION.—Are employees required to keep a personal record of salary deductions under the act?

ANSWER.—No. Such records are recommended by the Treasury Department, however, and may well be helpful to both employee and employer. Employers can purchase such record booklets for a small sum from such stationery suppliers as Prentice-Hall, Inc., New York, for distribution to employees.

### Occasional Employees

QUESTION.—We sometimes employ a few extra men handling livestock and unloading coal. These are not regular plant employees. Will we have to keep a record of the wages we pay them and

of their account numbers, etc.? Sometimes we never see these men again.

ANSWER.—Yes. A record will have to be kept of the name, address, account number, wages paid (including any sum withheld as tax) the date of payment, the work period covered and the amount of employee's tax collected of each of these occasional employees. While such labor might be considered casual, it is in the course of the employer's business and is not excepted.

### Vacation and Sick Pay

QUESTION.—Do allowances paid during annual vacations constitute wages?

ANSWER.—Yes. Dismissal pay, vacation allowances or sick pay are considered wages under both the unemployment insurance and old age retirement sections of the act.

EDITOR'S NOTE.—Additional questions on social security taxes will be answered in this column in succeeding issues of THE NATIONAL PROVISIONER.

## WALLACE REPORT *Insists* on PRODUCTION CONTROL

PERMANENT production control is needed as a basic policy in American agriculture, says Secretary of Agriculture Henry A. Wallace in his annual report for 1936, released this week. Soil conservation is a desirable and much needed policy, but this alone is likely to lead ultimately to increased rather than reduced production.

Permanent agricultural policy should achieve soil conservation, consumer protection and crop control together, he said. He pointed to what he termed "world-wide growth of economic regulation," not only in trade but in production. Governments are assuming greater and greater responsibilities for regulation of commerce, both domestic and foreign, and industry is becoming "cartelized" throughout the world.

"Into an economic system of that kind a purely competitive, wholly unregulated agriculture will no longer fit," he said.

### Agricultural Policy

Continuing, the Secretary stated that modern agricultural policy in the United States is not the arbitrary invention of an economic group with a special interest to promote, but is a national response to an altered economic world. It is not merely an attempt to deal with temporary evils, but a profound readjustment to permanently changed conditions.

Farm recovery began in 1933, promptly after the adoption of a national farm adjustment program, accompanied by a re-valuation of the dollar, the report states. The opinion

is voiced that the farm situation in 1933 was such that reduction would have come about in any case, with or without federal assistance, and the procedure adopted was believed not to have reduced production any more than would have occurred eventually without federal assistance.

In the early stages of farm recovery the production of farm commodities had to be restricted, so as to reduce surpluses that were not moving into foreign markets. "When drought in 1934 and again this year reduced production too drastically," says Secretary Wallace, "some people questioned the logic of crop adjustment. Scarcity, however, was never intended and never approached."

### Need for Regulation

Full use of available acreages in this country normally means surpluses, the Secretary said, and pointed to one of the difficulties of the early depression years as being brought about by agriculture producing normally, while industry reduced its output by nearly 50 per cent. According to the report, both the farmers and the present national government aim at adequate production for domestic requirements, plus whatever additional supply can be sold profitably abroad.

"Those who object to the rational adjustment of farm output to farm demand practically take the position that farmers should produce, without regard for the reward obtainable, so long as anyone needs their crops," he says. "Needless to say, production on that

(Continued on page 34.)



# MEAT AND LIVESTOCK CONTROL

Research and Regulation Insure Superior Meat Supply  
and More Consumer Acceptance

**S**TUDIES, experiments and research covering the entire scope of the livestock and meat industry have been undertaken by the Bureau of Animal Industry of the U. S. Department of Agriculture, all designed to provide a livestock and poultry population that will produce meat, milk, butter and eggs most efficiently and of the highest quality.

Some of this work has been under way for years. Much of it has been inaugurated through the vision and under the direction of Dr. John R. Mohler, who has spent his life in the service of the Bureau and for many years has directed its activities.

Dr. Mohler's broad practical knowledge, combined with his scientific training and experience, has enabled him to gather into the Bureau a staff of scientists and practical men who have built a foundation for the livestock and meat industry unequalled elsewhere in the world.

## Progressive Development

Because of the support of heads of the Department of which this Bureau is a part, and of fairly liberal appropriations from Congress, its work has been progressive through the years, until at the present time its research activities include improvement of livestock; prevention control and eradication of animal diseases and parasites; meat and other types of inspection work; and enforcement of livestock laws and regulations.

Through efforts of the Bureau the country has been kept free of serious animal maladies that prevail in many foreign countries, and it has improved methods of suppressing or preventing the spread of others equally serious, particularly to the meat animal population.

All of these activities are reviewed in the annual report of Dr. Mohler as Chief of the Bureau of Animal Industry for the fiscal year ended June 30, 1936.

## Better Livestock and Meat

In livestock improvement it has found that the development of improved types of animals for various purposes is dependent on proper combinations of the hereditary units in the germ plasma which influence growth, mature size, prolificacy, economical use of feeds, color, quality of meat and other products, and many other characteristics.

In swine, for example, it has been found that with the Poland China breed, the small and intermediate types produce carcasses of satisfactory finish at somewhat lighter weights than the



DR. JOHN R. MOHLER

large type of the same breed produces.

In its meat investigations some interesting facts were developed as to production of the more valuable cuts from the hog carcass by certain types and breeds; that beef cattle yield better and produce more desirable cuts than dual purpose cattle and that lambs store fat more readily on the ribs than on the shoulders and legs.

Following are some details of these and other investigations and supervisory administrative work of immediate interest to the meat packing industry.

## Large Range of Meat Studies

Many studies on all kinds of meat were included in the Bureau's meat investigations conducted during the year.

In an examination of 279 hog carcasses ranging in weight from 215 to 234 lbs. alive, it was found that as the type of hog decreased from large to small there were attendant decreases in ham weight and in the percentage of the weight of ham to the final feedlot weight of the hog. These were accompanied by decreases in percentage of lean and inedible portion.

Data on 306 hogs of approximately 225 lbs. live weight, varying in type, breed and other factors, showed that length of hind leg from the aitch bone to the toe, divided by the width of the carcass through the shoulders is promising as an index of the type of hog.

In a two-year comparison of the meat of hogs retarded in their growth with that of hogs making approximately normal growth, it was found that the roasted meat of the retarded growth hogs was slightly less tender and less juicy than that from hogs of normal growth. It was also less tender and less juicy than that from hogs retarded in growth to a weight of approximately 100 lbs. and then full fed to finished weight.

## Extensive Pork Investigations

Studies were made on 40 hogs of the Landrace breed so extensively produced in Denmark and 36 hogs of two American breeds. It was found that hogs of the Danish breed produced higher percentages of ham, loin and bacon and lower percentages of picnic shoulder and head than carcasses of the American breeds. The bacon yield was of especial interest as ordinarily there is less bacon as hogs yield higher percentages of ham and loin. In the case of the Landrace hogs the decrease in yield was in the less valuable cuts.

In an attempt to determine factors which influence ham plumpness, 31 hams were studied from hogs weighing approximately 225 lbs., of the same breed but of different type.

Relationship was studied between plumpness of the ham and the percentage of the four largest muscles. It was not close for three of the muscles, but for the muscle known as "rectus femoris" it was moderately high. It was also found that the highest percentage of semi-membranous muscle in relation to the lean meat of the ham was highest in hams from small-type hogs and lowest in hams from large-type hogs.

## Salt in Hams

Salt penetration into hams was studied at various stages of dry curing and ageing processes. Uniform portions of an entire slice of ham were analyzed. In some cases a variation in the salt content of more than 50 per cent was apparent between different portions of the same slice at the same distance from the surface at various stages of the curing and ageing process.

"These results suggest a distinct advantage in the use of individual muscles which appear in the ham slice as the basis for an improved method of sampling; also that fat and moisture content of the individual muscles, together with their location, may affect salt deposition and distribution within the ham," the report states.

Studies in the keeping qualities of various lards and vegetable oils showed that, at ordinary household refrigerator temperatures, oxidation and hydrolytic changes in the fat take place very slowly.

## Comparative Beef Studies

Beef studies included a comparison of meat produced by native North Carolina cattle and that from grade Hereford steers. Roasted rib cuts of the grade Herefords were significantly more tender than those from the native

steers. The eye muscle of the native cattle contained more fat while the ninth, tenth and eleventh rib cuts of the grades were the fatter.

Analyses of data on carcasses of beef type and dual purpose type Shorthorns, fed to about 900 lbs. live weight, showed significant differences in dressing percentages and in the percentages of separable fat, lean, total edible meat and bone. Average dressing percentages were 60.2 and 57.4; percentage of separable fat, 30.8 and 22.0; percentage of separable lean, 52.5 and 57.7; percentage of total edible meat, 83.3 and 79.7; percentage of bone, 16.7 and 20.3. In carcass grade there was an average difference of approximately one and one-third grades between the two types of cattle, the beef-type carcasses being the higher.

### Veal and Lamb

In a test of veal from creep-fed calves slaughtered at weaning time compared with calves having no grain prior to weaning, it was found that the creep-fed calves produced somewhat lighter carcasses but dressed higher and were better finished than the calves fed no grain prior to weaning but fed for 116 days afterward on grain and alfalfa hay. The roasted meat from the younger calves was slightly less tender and less juicy than that from the older calves.

In a study of the quality of meat from spring and from fall calves, it was found that in addition to other advantages the spring calves showed a rather distinct advantage in fatness or finish.

Lambs store fat more rapidly over the ribs than on the shoulders and legs, according to an analysis of 43 lamb carcasses varying from very thin to very thick in finish. The results showed that as lambs fatten the yield of the separable fat of the rib cut increases more rapidly than that of the entire carcass, while the percentage of fat in the leg cut increases less rapidly. The percentage of separable fat in the nine-rib cut was a better indicator of the percentage of fat in the entire lamb carcass than was those of the shoulder or leg.

### Dog Food Results

Studies of especial interest to manufacturers of dog and cat foods were made by the Bureau to determine the nutritive value of the proteins of certain animal tissues.

Proteins contained in calf lungs and hog spleens were found to be somewhat lower in nutritive value than those contained in lean beef but they supplemented the proteins of corn meal very materially. Proteins in cow udders had much lower nutritive and supplemental values. Those contained in commercial blood albumin were found to be of but slight nutritive value and did not appear to supplement the proteins of navy beans. Low nutritive value of proteins in cracklings was confirmed.

Both calf lungs and cow udders were

found to be moderately good sources of vitamin G, comparing favorably with lean beef and pork in this respect. One of the factors known to be in the vitamin G complex also appears in egg albumin, whey powder and liver. A study of the nutritive value of various animal fats is still in progress.

### Exports and Imports

Meat and meat products certified for export included 33,315,149 lbs. of beef and beef products; 2,482,729 lbs. of lamb and lamb products; and 161,125,-

### Meat Inspection

As a part of the Bureau's regulatory activities, meat inspection at the close of the fiscal year was being conducted in 684 establishments in 248 cities and towns. During the year inspection was inaugurated at 19 establishments and withdrawn from 41. Where inspection was withdrawn it was on account of discontinuance of operations involving the preparation of product for interstate or foreign commerce.

At establishments operating under federal inspection 61,970,474 animals were slaughtered during the fiscal year, being 14.8 per cent less than during the preceding fiscal year. At these establishments 6,597,510,479 lbs. of meat and meat products were cured, canned, chopped, rendered, refined and otherwise prepared, this being 10.17 per cent less than that of the preceding year.

Meat and meat food products prepared and processed at federal establishments during the fiscal year were as follows:

PRODUCTS INSPECTED		Lbs.
Cured:		
Beef .....	165,442,642	
Pork .....	1,871,275,296	
All other .....	3,098,197	
Sausage .....	706,074,874	
Canned:		
Beef .....	337,744,391	
Pork .....	116,337,365	
All other .....	15,726,021	
Product passed for cooking:		
Beef .....	3,003,596	
Pork .....	4,220,894	
All other .....	32,234	
Pork to be eaten uncooked .....	74,794,860	
Meat extract .....	114,771	
Lard .....	836,850,658	
Lard oil .....	364,766	
Lard stearin .....	134,060	
Compound and other substitutes for lard .....	617,319,895	
Oleo stock and edible tallow .....	93,345,337	
Oleo oil .....	78,297,842	
Oleo stearin .....	41,995,867	
Oleomargarine .....	90,354,955	
Miscellaneous .....	1,434,570,148	
Horse meat:		
Cured .....	1,440,456	
Chopped .....	538,377	
Canned .....	14,432,577	
Total .....	6,597,510,479	

Shipments by retail butchers and others exempt from inspection requirements, but subject to report to inspection authorities, totaled 12,923,933 lbs. Shipments of farm slaughtered meat and meat food products totaled 11,174,160 lbs.

148 lbs. of pork and pork products. Certificates were also issued covering 27,502,408 lbs. of inedible animal products.

Imported meats and meat food products inspected and passed in the fiscal year were as follows:

MEAT IMPORTS.		Year ended June 30.
Fresh meats:		
Beef .....	6,928,745	
Pork .....	8,119,167	
Other .....	249,932	
Canned meats:		
Beef .....	87,843,806	
Pork .....	8,708,092	
Other .....	308,506	
Cured meats:		
Beef .....	1,505,502	
Pork .....	6,391,975	
Sausage not canned .....	918,948	
Oleo products .....	7,065,931	
Edible tallow .....	42,782,487	
Miscellaneous .....	927,000	
Total .....	171,743,210	

Bulk of the canned beef came from Brazil, Argentina, Uruguay and Paraguay, the canned pork from Poland, oleo products and edible tallow from the Argentine, fresh beef from Canada and New Zealand and fresh pork from Canada.

### Casings

Animal casings were admitted from 51 foreign countries, as follows: On certificates, 11,423,715 lbs.; on disinfection 2,036,363 lbs.; dried casings 111,534 lbs., a total of 13,571,612 lbs.

### Laboratory Analyses

Analyses and examinations of samples of meat and meat food products were conducted in meat inspection laboratories throughout the country. Of

(Continued on page 48.)

### PACKERS' DELIVERY COSTS

(Continued from page 15.)

livery survey and instituting changes in the territorial delivery set-up.

There are literally hundreds of other territories where delivery operations can be simplified, service improved, costs cut and volume increased by getting routes and delivery service on a more simple and efficient basis.

Many packers do not have trained and experienced transportation men on their payrolls. The question in such cases is: How can these packers secure the service of competent people to plan delivery improvements?

Expert truck delivery consultants are available. It is my candid opinion that it would be profitable for a large majority of meat packers in the United States to consult with these men as regularly as they consult with their bankers.

These men have studied motor delivery. They are experts with years of experience behind them—worth money to any packer with a delivery or distribution problem to solve.



Three International Trucks operated by the Colonial Beef Co., Inc., New York City. At the left is the 1½-ton Model C-30; in the center is the ¾ to 1-ton Model C-15; and at the right is the ½-ton Model C-1—all popular trucks in the meat industry.

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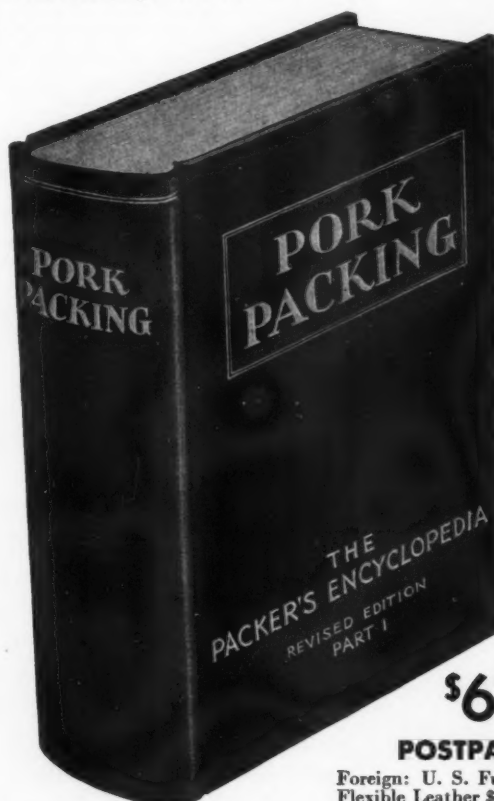
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*407 South Dearborn Street, Chicago, Illinois*



# PRACTICAL POINTS

★  
*for the Trade*

## Beer Salami

Beer salami is a favorite with consumers who like to have a snack with beverages. An Eastern sausage manufacturer asks:

Editor THE NATIONAL PROVISIONER:

We have heard that there is a sausage called beer salami. Can you tell us how this product is made?

Only cured meats should be used in making beer salami. It should be finished in the smokehouse and not cooked.

**MEAT FORMULAS.**—Any of the following meat formulas may be used:

### No. 1.

- 50 lbs. cured bull meat or beef chucks
- 50 lbs. cured pork blade meat
- 50 lbs. cured regular pork trimmings

### No. 2.

- 100 lbs. cured beef trimmings, not too fat
- 50 lbs. cured regular pork trimmings

### No. 3.

- 110 lbs. cured beef trimmings, not too fat
- 30 lbs. cured regular pork trimmings
- 10 lbs. S. P. ham fat

**SEASONING INGREDIENTS.** — Following seasonings may be used:

- 10 oz. ground pepper
- 3 oz. mace or nutmeg
- 1½ oz. mustard seed
- ¼ oz. garlic

Grind beef through ¼-in. plate. Place in mixer and add pork (whole) and seasoning and mix for one minute. Grind the mixture through the ¼- or ½-in. plate. After grinding, mix over again for a short time. One-half to 1 gallon of water may be added to No. 2 and No. 3 formulas. Mix together until mass is of perfect consistency.

Ready prepared seasonings or specially prepared seasonings, as manufactured by reputable firms, may be used in making this product. Use of such balanced seasonings assures convenience in manufacture and uniformity in the resulting sausage products.

**STUFFING.**—The meat mixture should be stuffed in beef middles or in corresponding artificial casings. After stuffing, place in the cooler and hold overnight at not under 38 degs. F. Let the sausage stand at room temperature for about two hours the following morn-

ing to take the chill out. Then place in the smokehouse, beginning with a temperature of 80 degs. Raise the temperature gradually over 5 hours time until an inside sausage temperature of 153 degs. is reached.

After finishing, cool off in cold water or shower. Then place in a steam cooker for one minute or dip in hot water.

This sausage should not be placed in a cooler. Use a sausage truck, covering it with heavy paper all around so that one side of the cover can be raised to remove sausage from the truck. Place where there is no draft. After drying wipe off with a clean cloth and some lard or olive oil to give a real shine.

Beer salami should be made twice a week in order to insure a product with good outside and inside appearance.

## What Are Your Smoked Meat Shrinkage Costs?

Shrinkage in smoking or cooking meats is a cost item that cannot be overlooked. This invisible cost plays an important part in a profit or loss statement.

Hanging and shipping shrinkage as well as smoking or cooking shrink must also be figured.

These shrinkage costs change whenever raw material prices change.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of smoked meats. This gives the cost per cwt. of percentages of weight loss at various levels of product prices.

With this table, casual impressions as to cost differentials on smoking shrinkages may be checked with actual allowances necessary to cover this cost item. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Cost of Shrinkage on Smoked Meats."

Name .....

Street .....

City ..... State .....

Enclosed find a 10c stamp.

## SMOKE POINT OF LARD

A Western meat packer writes to ask about the smoke point of lard. He says:

Editor THE NATIONAL PROVISIONER:

At what temperature does lard begin to smoke? How can we produce lard with a high smoke point?

The smoke point of lard varies with the quantity of free fatty acid the lard contains. The latter is undesirable because it lowers the smoke point, and for this reason much lard is caustic refined as this process tends to reduce the free fatty acid. In a series of tests made in the Research Laboratory of the Institute of American Meat Packers at the University of Chicago, it was found that caustic refined lard samples with a free fatty acid content as low as .02 of one per cent had a smoke point as high as 500 degs. F., while samples with a free fatty acid content (not caustic refined) as high as 1.20 per cent had a smoke point as low as 325 to 340 degs.

From the consumer standpoint it is desirable that the smoke point of lard be as high as possible. This is especially important where lard is used for deep fat frying or for sautéing. In general packinghouse practice a maximum of .4 of one per cent of free fatty acid in lard made of killing and cutting fats and .5 for prime steam and refined lard should be possible.

To attain this requires the careful handling of fats and the use of only small percentages of pickle fats. The fats to be rendered should be kept cool until they go to the tank unless they are handled directly from the killing floor. The possibility of sourness of the fats in the tank must be avoided, all handling must be in a strictly sanitary manner and when the fats are drawn off in the rendering process, care must be taken to see that no tank water gets in. If the unrendered fats are abused in any way this will be reflected in the quality of the finished lard.

## FREE FATTY ACIDS IN LARD

What causes high free fatty acid content in lard? Holding fats in the tanks too long before rendering, especially if fats contain moisture, is one reason. There are others. "PORK PACKING," The National Provisioner's pork plant book, tells how to keep free fatty acid content low. Leaflet describing the book and its contents will be sent on request to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago.

Are your questions answered here?

"WE'VE GOT THE SAME ENGINES..  
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"18 gallons."

"Hub, mine took 20... how come I use two gallons more gas with the same engine and the same load?"

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"Nope. Sounds about as sweet as it ever did."

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"Sounds worth telling my super about. What'd he charge?"

"Not a red cent—it's a free service. Guess Standard figures good service and good gas go together."

**T**HAT conversation between two fleet men tells our story perfectly. Differences in fuel consumption between identical engines is a subject close to every fleet man... particularly close to those whose engines have, for no noticeable reason, turned into gluttons.

Many fleets have brought down their cost-per-mile expenses—some as much as 21%—by calling in a Standard Oil automotive engineer. Give your local Standard Oil (Indiana) office a call, and "tune-up" for bigger profits.

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## Plant Operations

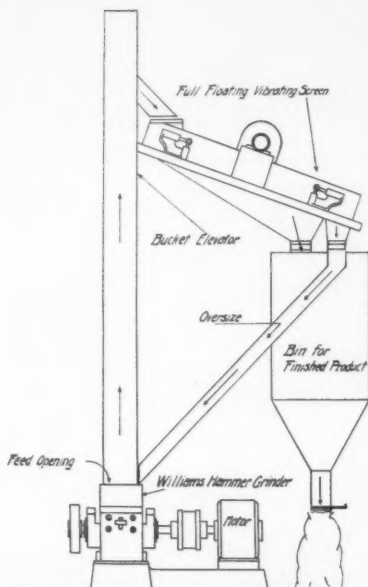
Pointers for the Superintendent,  
Engineer, Master Mechanic and  
other Operating Executives

### SAVING HANDLING COSTS

THERE are available to the meat packer today such a variety of material handling devices that it is surprising he had not adopted more of them in the meat packing plant to reduce handling costs. Conveyors of many types, lift trucks, tiering machines, pumps of various types for liquids and semi-liquids and compressed air—all are used to some extent for handling meats and meat plant products, but their use might be extended considerably.

#### Cracklings to Grinder

Screening cracklings by hand to remove oversize bone particles and reshoveling these into grinder can be eliminated by the use of an elevated vibrating screen. A bucket elevator



#### GROUND AUTOMATICALLY

Bucket conveyor carries cracklings from grinder to overhead vibrating screen from which "fines" fall into storage bin and oversize particles are returned by gravity for regrinding. (Sketch Williams Patent Crusher & Pulverizer Co.)

carries ground cracklings from grinder to screen where the "fines" are removed and fall into a bin from which they are sacked. Oversize particles are discharged at end of screen into a chute through which they are conveyed by gravity to grinder. Only material of proper size is sacked, the better product

being screened with a considerable reduction in labor.

#### Tiering Machines

Wherever material is stacked there is the possibility a tiering machine may be used to reduce handling costs and save time. This device has been found practical for handling loaded barrels and tierces, particularly in the dried beef curing department, and heavy bulky materials in storerooms.

In a Chicago plant a tiering machine has been installed to elevate product,



#### HANDLING BETWEEN FLOORS

Tiering machine in use in a Chicago meat plant for handling product from cellar to loading dock.

particularly barreled meats, from curing cellar to loading dock. In this case additional elevator capacity was needed, but space for installation of another elevator convenient to loading dock was not available. A few square feet of unoccupied floor space adjoining the stairway were available and they were used to contain the tiering machine.

Capacity of the machine is small, of course, but it is sufficient to relieve the load on the elevator to an extent that enables the more prompt handling of product to loading dock.

#### Overhead Chains

The conveyor chain, used universally in the meat packing industry for transporting carcasses on overhead rails, is seldom put to other uses by packers, although it might be adapted to solve many handling problems.

In the new beef house of Armour and Company at Chicago head operations are performed on an overhead moving chain. A chain is also used to transport edible blood from the knocking room to the blood processing room on the floor below, and to convey cleaned tripe to scalders and cookers.

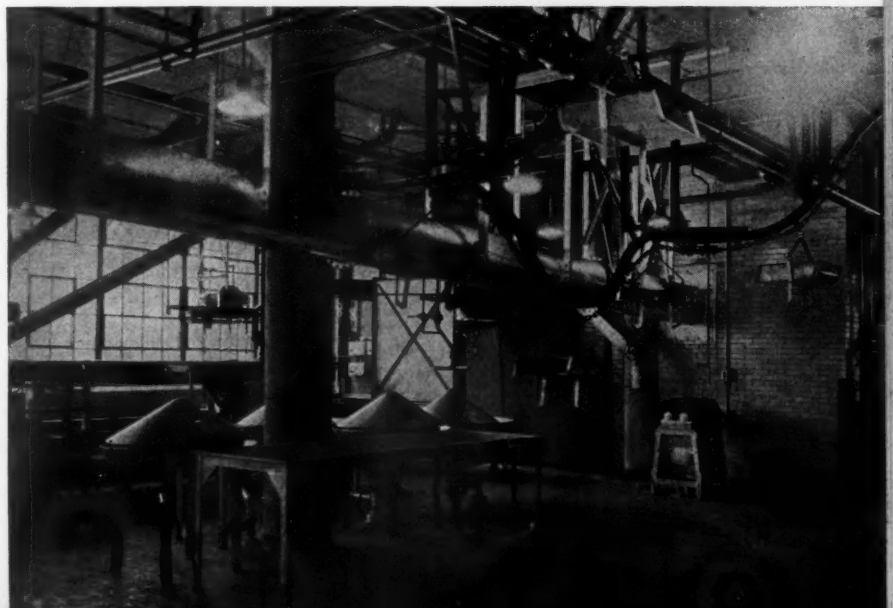
An advantage of this method of handling tripe is that the conveyor occupies no floor space, and as the product is carried above other equipment and workers adjoining operations are not interfered with. The tripe is transported in metal buckets hung on hooks on the conveyor chain. A dumping arrangement automatically transfers the tripe from the conveyor baskets to large perforated containers in which it is scalded and cooked.

The overhead traveling chain would seem to be a practical method for solving some other transportation problems in the meat plant, particularly where floor space is limited.

In one instance product is handled on lift trucks from assembly room to loading dock on the same level with an overhead chain and without a trucking labor charge. In this case the chain is equipped with blunt hooks to which a chain leading from the lift truck handle is attached. Empty trucks are returned from loading dock to assembly room by the same method.

#### HANDLING TRIPE

Tripe is handled from washers to scalders by an overhead conveyor chain in Armour's new beef house at Chicago.



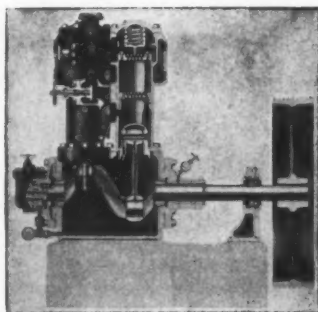


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• Small units for small plants;  $\frac{1}{4}$  to 20 tons capacity; methyl chloride or freon

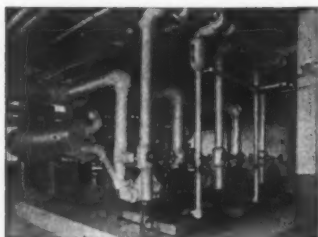


• Vertical duplex single acting compressors, 2 to 60 tons capacity; ammonia or freon; belt drive or direct connection; tapered roller bearings

## FEATHER VALVES



The only refrigeration compressors equipped with the well-known Feather Valve, assuring maximum efficiency as well as quiet operation



• A typical Carbondale horizontal brine cooler installation, in a meat packing plant



• Horizontal ammonia compressors; 50 to 500 tons capacity; electric, diesel or steam engine drive

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Units. Can be  
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COMMERCIAL BODIES

New York, N. Y.

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# REFRIGERATION ★

## and Air Conditioning

### ICE Economies

#### Meat Packers Save Money With New Methods

INCREASING numbers of meat packers are installing new processes for manufacturing ice for plant uses and for icing refrigerator cars. In some cases these new methods replace can freezing systems. In others the ice manufactured replaces purchased ice.

But whether a packer formerly produced ice by the can method, used the natural product, which was cut and stored during the winter, or purchased his ice requirements, he has been influenced in adopting a new ice freezing system by considerations of greater convenience and lower cost. It requires small floor space and practically no labor for handling, from the time the ice is produced until it is loaded into car bunkers.

One of the new ice making systems now being installed in meat packing plants (known as Pak Ice) freezes a snow or slush. This passes automatically from the freezer into a press, which forms it into briquettes, which are deposited on a conveyor leading to a storage room. These briquettes are so shaped that they do not freeze into a solid mass in the storage room, and are of a size that does not require crushing before going into car bunkers.

#### Reduces Labor Cost

In many cases the freezing equipment is being installed in upper floors of buildings alongside car icing tracks, so that the ice can be spouted directly from the storage rooms into cars or into car-icing buckets operated on a rail above the cars.

In one installation now being made the equipment is placed on an upper floor of the freezer building. From the press the ice will flow by gravity into storage bins with a capacity of 150 tons each. These are placed adjacent to the car icing track. From these bins the ice will be spouted directly into the refrigerator cars. With the ice will go the required amount of salt.

At this particular plant natural ice, supplemented by ice purchases from the local ice manufacturing plant, was formerly used for car icing. The new ice making equipment will produce ice at a cost of approximately \$1.28 per ton,

it is estimated, and make a return each year of somewhere in the neighborhood of 25 per cent of the investment required to install it.

#### Packer Experiences

An Iowa packer who formerly used large quantities of natural ice for cooling refrigerator cars reports a saving larger than average through use of this new ice-making equipment. This saving, as in the case previously mentioned, results from a very small handling and power cost.

An Ohio packer expects to make 20 per cent or more on his investment in new ice making equipment. In this case, also, the freezer and press are installed adjacent to the car-icing track and the ice, without being crushed, is spouted directly into the cars.

One advantage of the new method of freezing ice appreciated by packers is that pressing the ice and handling it to storage bins is performed automatically, no labor being required. As the ice comes from the press it falls onto a conveyor, which takes it to the storage room, where it is held until required for use.

#### Space Saving

These automatic features make it possible to install the equipment in almost any location where space is available. In a Southern packinghouse the freezer and press are placed in the basement alongside the brine coolers.

As the ice comes from the press it falls

onto a conveyor which takes it to a storage room under the loading dock. In this storage room is a vertical conveyor by which the ice is elevated to a point alongside the loading dock, from where it can be delivered by gravity in the refrigerator car bunkers.

The only labor required in this case to produce ice and to ice cars is that needed to shovel the ice into the vertical conveyor. The freezing machine and press occupy but a fraction of the floor space that would be required by a conventional can freezing system of the same capacity. Only the occasional attention of a worker is required while the freezing system is in operation.

#### REFRIGERATION NOTES

Baltimore Beef Co., Baltimore, Md., recently purchased refrigerating machinery for use in beef salesroom.

Gary Wolcott of Battle Creek, Ia., is installing a cold storage locker plant.

Caswell Training School, Kingston, N. C., is installing refrigeration equipment.

Harold Stockland and Dexter Artz have established a cold storage locker plant at Brookings, S. Dak.

Food Preservation Co., a new concern of Camas, Wash., plans to build a modern cold storage plant with locker system.

Ronceverte Ice & Produce Co. has



#### HOW MID-WESTERN PACKER ICES REFRIGERATOR CARS

Pack Ice, without need for crushing, is spouted into buckets and distributed to car bunker hatches on an overhead rail by a moving chain. This is a speedy and economical way to ice refrigerator cars, savings being made in cost of manufacturing ice and in labor of icing. (Photo Vilter Mfg. Co.)



## "C-B" Cold Storage Door

"THE BETTER DOOR THAT COSTS NO MORE"

The "C-B" Door is specified wherever quality in design, construction, workmanship and finish is required.

Its superior merit has been proved. Write for a "C-B" Cold Storage Door Catalog and price list. Get full information before you buy.

Learn why it is called

"THE BETTER DOOR THAT COSTS NO MORE"

**The Cincinnati Butchers' Supply Corporation**

1972-2008 Central Ave.,  
Cincinnati, Ohio

824 Exchange Ave., U. S. Yards,  
Chicago, Ill.

erected an addition to its storage plant at Ronceverte, W. Va.

Atlas Warehouse & Cold Storage Co. at Green Bay, Wis., is building an addition to its warehouse and cold storage plant.

J. M. Schneider, Ltd., will construct a \$40,000 refrigeration plant at Kitchener, Ont.

Southern Dairies has let a contract for a 1-story addition to cold storage department at its Birmingham, Ala. plant.

### PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on December 1, 1936:

	Dec. 1, 1936.	Nov. 1, 1936.	Dec. 1, 1935.
	M lbs.	M lbs.	M lbs.
Butter, creamery .....	88,908	105,368	71,048
Butter, packing stock .....	888	1,060	142
Cheese, American .....	98,812	102,847	92,912
Cheese, Swiss .....	4,449	4,491	5,217
Cheese, brick & Munster .....	1,269	1,296	525
Cheese, Limburger .....	1,206	1,111	717
Cheese, all other .....	8,903	9,162	5,290
Eggs, shell, cases .....	1,754	3,788	2,738
Eggs, frozen (lbs.) .....	66,279	82,029	79,085
Frozen, case equivalent .....	1,894	2,344	2,258
Total case equivalent both shell & frozen .....	3,648	6,132	4,996

Watch Classified page for bargains in equipment.

### FINANCIAL NOTES

Directors of General Stockyards Corp. have declared a special dividend of \$1 on common stock, payable December 21, on stock of record on December 15, and in addition voted a dividend of 25 cents on common, payable February 1, to shareholders of record on January 15.

E. Kahn's Sons Co. has declared a dividend of 25 cents, payable January 1, to shareholders of record on December 21, and a quarterly dividend of \$1.75 on first preferred stock, payable on the same date.

Cincinnati Union Stock Yards Co. has declared a quarterly dividend of 40 cents, payable December 26, to shareholders of record on December 19.

Amalgamated Leather has declared a quarterly dividend of 75 cents on preferred stock, payable January 1, to stockholders of record on December 23.

Rath Packing Co. has filed a registration statement with the Securities and Exchange Commission covering 30,000 shares of 5 per cent cumulative preferred capital stock, par value \$100. The company will call for redemption 6 and 7 per cent cumulative preferred stock, issuing an equal amount of 5 per cent preferred in its place. Company will offer to present holders of 6 and 7 per cent preferred stock immediate payment of accumulated dividends to date of redemption.

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, Dec. 16, 1936, or nearest previous date:

	Sales.	High.	Low.	—Close—	
	Week Ended	Dec. 16.	—Dec. 16.—	Dec. 16.	Dec. 9.
Amal. Leather .....	5,400	5½	5½	5½	5½
Do. Pfd. ....	1,000	37	37	37	36½
Amer. H. & L. ....	18,900	7½	7	7	6½
Do. Pfd. ....	2,600	41¼	41	41	39½
Amer. Stores. ....	2,500	26½	26	26	28
Armour Ill. ....	124,750	6½	6½	6½	6
Do. Pfd. ....	1,000	82½	82	82	82½
Do. Del. Pfd. ....	100	106¼	106¼	106¼	106½
Beechnut Pack. ....	300	106	105½	106	102½
Boback, H. C. ....	25	9	9	9	8½
Do. Pfd. ....	390	52¼	50	52¼	46
Chick. Co. Oil. ....	9,900	23½	23	23	21¼
Childs Co. ....	10,400	13½	13¼	13¼	14¼
Cudahy Pack. ....	900	38½	38½	38½	38¼
First Nat. Strs. ....	1,500	52	52	52	51¼
Gen. Foods ....	8,500	40¼	40	40¼	40
Gobel Co. ....	18,000	6¼	6	6¼	5½
Gr. A. & P.					
1st Pfd. ....	25	127¼	127¼	127¼	127¼
Do. New ....	290	120½	119½	119½	120½
Hormel, G. A. ....	200	19½	19½	19½	20
Hygrade Food. ....	5,100	5½	5½	5½	5½
Kroger G. & B. ....	6,400	22½	22	22½	23
Libby McNeill. ....	6,750	10½	10¼	10¼	9½
Mickelberry Co. ....	3,700	4	3¾	4	3¾
M. & H. Pfd. ....	680	6¼	6¼	6¼	7¾
Morrell & Co. ....	300	43½	43½	43½	45¼
Nat. Leather. ....	1,200	1¾	1¾	1¾	1¾
Nat. Tea. ....	3,600	11	10½	10½	10½
Proc. & Gamb. ....	9,800	54½	54¼	54½	53½
Do. Pr. Pfd. ....	100	118½	118½	118½	117¼
Rath. Pack. ....	150	33	33	33	34
Safeway Strs. ....	6,700	42½	42	42½	43½
Do. 6% Pfd. ....	430	109	109	109	110¼
Do. 7% Pfd. ....	180	112	112	112	112¼
Stahl Meyer ....	1,200	4	3¾	4	3¾
Swift & Co. ....	20,950	25½	25¼	25½	23½
Do. Intl. ....	3,500	32¼	31¾	31¾	31¾
Truax Pork ....	375	10	9¾	9¾	8
U. S. Leather. ....	10,900	6½	6½	6½	6
Do. A. ....	12,900	14	13¾	13¾	13½
Do. Pr. Pfd. ....	4,100	90	96	98¼	100
Wesson Oil. ....	28,300	48½	47¼	48¼	43½
Do. Pfd. ....	200	80	80	80	80½
Wilson & Co. ....	17,000	9	8¾	8¾	8¾
Do. Pfd. ....	300	79¼	79¼	79¼	78

# MASTERCRAFT

## TRUCK BODIES

*designed to serve*

### BAKERS-DAIRIES-MEAT PACKERS-PROVISIONERS

*For Safe and Fast Food Transportation*

**LUCE MANUFACTURING CO.**  
LANSING, MICHIGAN

# MERCHANDISING MEAT ★

• News from the meat selling front • Helps for meat manufacturers and dealers

## SAUSAGE SALES AIDS

Sausage sales, already at a high level, may be further stimulated through the packer distribution among retailers of four window streamers which have been developed by the sausage division of the Institute of American Meat Packers. Sets of streamers featuring pork sausage, frankfurters, bologna and liver sausage are available at a relatively low cost to interested packers and sausage manufacturers.

The streamers are printed in two colors—red and blue—on white paper

ket. One hundred and four of these gave the sale of quality meats as their reason; dependability was mentioned by 39; convenience by 38; price by 28. Other reasons mentioned for shopping preference were service; cleanliness and courtesy.

Three hundred and one of the women knew what they wanted to buy before entering their meat store; 47 did not. A total of 321 selected the meat course first, then planned the rest of the meal; only 27 did not. Sixty per cent of the group said they did not purchase meat from displayed cuts. A few said they

they bought their meat for only one meal at a time, 89 for two meals, 46 for three meals and only 9 purchased meat for four meals.

## CHAINS PAY FLORIDA TAXES

Payment of Florida chain store taxes has been resumed and back taxes paid by several food chains, including the Great Atlantic and Pacific Tea Co. Five cases involving the right of Florida to levy an occupational license tax and gross receipts tax were recently decided in favor of the state by the Florida Supreme Court. The chains had suspended tax payments during the litigation but were threatened with cancellation of permits unless the taxes were paid. The gross receipts tax is  $\frac{1}{2}$  of 1 per cent; the occupational license tax is \$400 per unit on all stores above sixteen in a chain.

## CHAIN STORE SALES

Sales of National Tea Co. amounted to \$57,596,739 for the first 48½ weeks of 1936, an increase of 2.4 per cent over the corresponding time last year. Sales of \$5,337,522 for the four weeks ended December 5, were 16 per cent over the volume during the same period last year.

Jewel Tea Co. reports sales of \$18,437,958 for the first 48 weeks of 1936, or 7.4 per cent above the like period in 1935. Its sales for the four weeks ended November 28, totaled \$1,685,224, or 10.1 per cent greater than in the like month last year.



stock, giving an appearance of three colors. The name of the product is printed on a reverse plate in red, and the company's imprint, which is printed across the top of the streamer, will feature the company's name and brand in blue. The Institute urges that a rough drawing of imprint copy be attached to orders.

Printing plates for the company's imprint can be made in accordance with the usual style and manner of featuring the name and brand of the company concerned, and the streamers will be imprinted from these plates.

Prices for the streamers, including cost of imprinting name and brand of purchasing company, are: 1,000 sets (4,000 streamers) \$26.00; 500 sets (2,000 streamers) \$15.00; 100 sets (400 streamers) \$6.20. The Institute reserves the right to cancel the offer if orders received do not total 25,000 sets.

## CONSUMERS' BUYING HABITS

Quality is a more important factor than price in selling meat to housewives, according to a recent survey conducted among a limited number of shoppers in an Iowa city. The survey also indicated that most women know what meat they want before they enter a retail store; that they buy for only one meal at a time and that the choice of meat determines the rest of the meal.

Of 348 women interviewed in the survey, 254 always went to the same mar-

ket. Of 337 questioned, 232 said they preferred to have their meat cut to order; 105 said they did not. A considerable proportion objected to buying meat cut in advance for display while a little less than half indicated they had no serious objection to such a practice.

A total of 215 personally selected their meat; 91 did not and 22 did so only occasionally. Meat orders were placed by phone by 126 while 181 did not buy by telephone and 41 did so only occasionally. A total of 137 said



## APPETITE APPEAL IN PACKER'S BILL BOARD

Full-color "Old Homestead" painted bulletin on Keosauqua Way, busiest traffic artery of Des Moines, Ia., has plenty of appetite appeal. An average of more than 90,000 persons pass this sign daily. "Old Homestead Meats" is illuminated in neon lights and thermometer lighted with neon tubing. Six flood-lights make the board conspicuous.





HAM BOILER CORP.

PORT CHESTER, N. Y.

## WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT



### Season's Greetings

For our fortieth year it is our pride and privilege to come to you and say, "Merry Christmas, and a happy and prosperous New Year"—and mean it. Your support of Genuine Vegetable Parchment as the logical meat wrapper is responsible for this forty years of service, so we hope you enjoy all good things to come.

WEST CARROLLTON  
PARCHMENT COMPANY  
WEST CARROLLTON, OHIO

OUR 40th YEAR SERVING THE FOOD INDUSTRY



# PROVISIONS AND LARD ★

## WEEKLY MARKET REVIEW

**R**EMARKABLE strength was demonstrated by the market for hog products and particularly lard during the past week. Prices went into new high ground for the season and maintained practically all of the upturns. There were numerous reactions for one reason or another, mostly profit taking, but on the declines commission house buying power broadened materially and the market displayed decided recuperative ability. As in other fats, the public is undoubtedly in the lard market on the constructive side, and routine conditions such as cash demand, hog price movements, and increasing stocks of both lard and meats attract more than passing attention.

The foreign fat and oil markets were strong and cotton oil in new high ground, so those operating on the constructive side were materially encouraged, particularly as corn displayed ability to hold within striking distance of the season's highest points.

There was some letup at times in the run of hogs to market from that experienced recently, but the movement as a whole is much larger than last year, and stocks of provisions are piling up accordingly. The bullish element continued to bank to a considerable extent upon the possibility of distinctly smaller supplies of hogs and product in the future.

They were considerably encouraged

by a statement of the U. S. Dept. of Agriculture pointing out that while June indications were for a fall pig crop of around 26,000,000 head, it is now estimated that not more than 19,000,000 or 20,000,000 pigs will be saved from this crop.

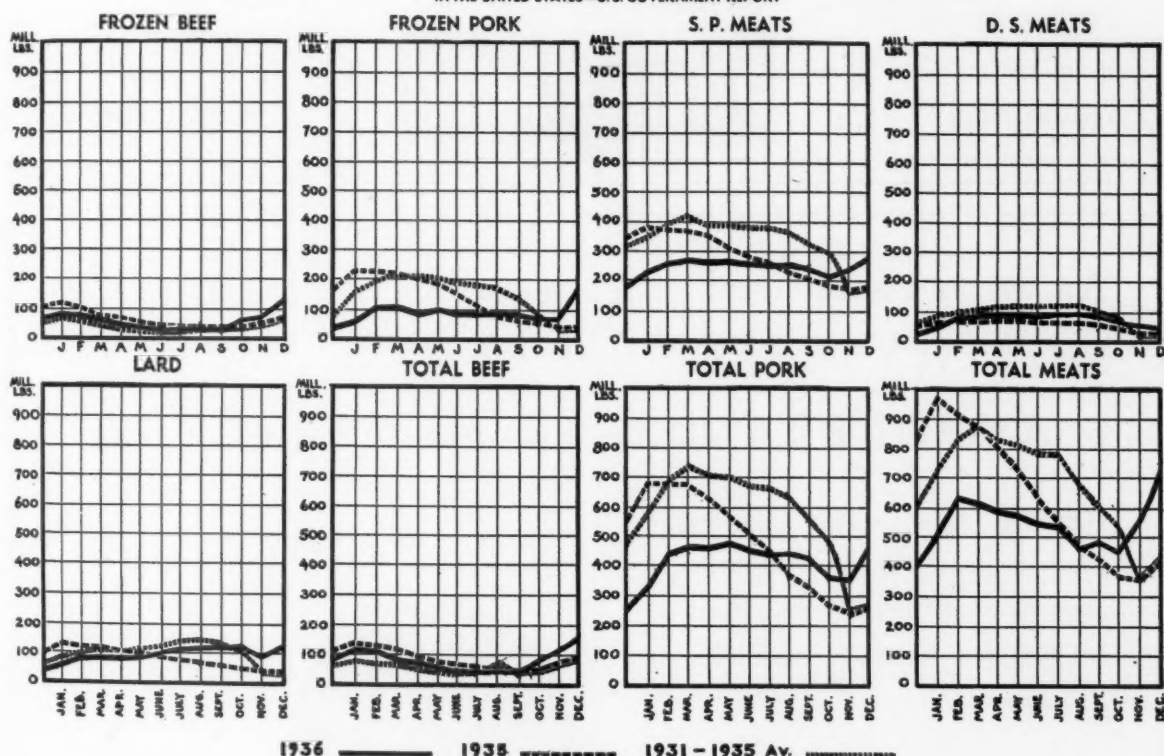
The pig crop last year, of 20,272,000 head was 30 per cent above the 1934 fall crop but 27 per cent under the average for the five years, 1928-33.

The lard market has scored a gain of about 200 points from the season's lows and has widened the premium over cotton oil for the late months to from 245 points to 275 points. This latter development makes no impression now,

(Continued on page 34.)

## STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



### HEAVY MEAT AND LARD STOCKS WILL BE NEEDED

Large increases in stored meats and lard took place during November. On December 1 stocks of all kinds of meat in cure and in the freezer totaled 711,733,000 lbs., the largest stocks for December 1 in thirteen years, with the exception of December 1, 1934. Increase for the month amounted to 268,481,000 lbs., greatest for any month since January, 1925, and greatest increase for November since the world war. Five-year-average for meat stocks as of December 1 was 571,081,000 lbs. Lard stocks were largest on record for December 1, with exception of that date in 1933.

These heavy stocks are attributable to unusually heavy runs of livestock during closing months of 1936, which may be at the expense of marketings in early months of 1937. This being the case, it is felt that even though stocks are heavy, they are not burdensome, and that they will be needed to supplement current supplies in coming months.

Evidence of this fact is apparent, since stocks on hand have had little influence on current prices. This is especially significant as stocks of poultry, fish and cheese in storage—all competitive foods—are heavy compared with a year ago and the five-year-average.

Ampol Brand

•

Brada Brand

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Drews Ham

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Mello Brand

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O. R. B. Brand

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O. Robinson

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Poelsco Brand

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Poland Ham



Polish Ham

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Polish  
Standard Brand

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Polka Brand

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Polo Brand

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Polpen Brand

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Proven Brand

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Pride of Poland  
Brand

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Warsaw Brand

As a result of outstandingly uniform  
**QUALITY** there has never been an over-supply  
of **AMPOL BRAND** cooked canned Polish Hams

**HENCE:** Never a distress sale — uniform  
prices—no quantity discounts—no destructive  
price wars —and the fact that dealers get  
**MORE** for Ampol Brand with **LESS** sales  
resistance.

An Ampol Brand Ham in your cooler is as  
good as a dollar bill plus your profit.



New  
territories  
opened  
daily.

November sales: 501,134 lbs.

**AMPOL,**  
380 Second Ave., New York, N. Y.

## Hog Cut-Out Results

**H**OGS bought at Chicago during the first four days of the current week were of better general quality and showed a somewhat better yield than the average so far this winter. They cut about even, showing little profit or loss.

During the middle of the period the market sagged somewhat on heavy runs but toward the close all of the decline was regained on lighter runs. Demand was strong and there was indication that much of the forced selling of hogs was at an end and those in the country are in strong hands. However, product prices just about balance with good quality ten-dollar hogs. In spite of this, many loads of good hogs weighing from 200 to 260 lbs. sell above ten dollars.

Receipts at the eleven principal markets for the four-day period totaled 371,000 head, which was 23,000 less than a week ago, 139,000 more than a year ago and 23,000 more than two years ago.

Prices of most green meats are lower than those of a week ago, although dry salt meat cuts and lard have maintained the level of the previous week. Moderate weather has been something of a market influence and sales of fresh pork cuts have been only fairly active. However, in spite of heavy storage stocks the general position of the market is good, as the peak of the hog run is believed to have been passed.

The test on this page is worked out on the basis of Chicago costs and credits.

## STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in U. S. on Dec. 1, 1936 (see chart p. 29):

	1934.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	129,763	402,682	97,301	132,510
Feb. 1.....	177,292	442,438	110,674	168,756
Mar. 1.....	184,536	438,069	113,208	177,560
Apr. 1.....	167,436	381,248	108,538	173,775
May 1.....	165,772	381,633	107,919	179,441
June 1.....	166,130	376,631	98,294	182,576
July 1.....	167,463	369,293	91,209	185,973
Aug. 1.....	181,254	370,695	91,617	206,497
Sept. 1.....	151,849	326,379	63,782	167,155
Oct. 1.....	130,235	335,219	58,780	127,847
Nov. 1.....	123,677	330,378	50,682	105,519
Dec. 1.....	153,675	390,332	52,906	103,827

	1935.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	230,866	387,856	68,841	118,107
Feb. 1.....	226,487	374,600	69,769	112,111
Mar. 1.....	220,719	376,807	73,789	110,508
Apr. 1.....	203,285	350,291	73,577	104,861
May 1.....	177,857	315,779	71,265	101,224
June 1.....	147,991	290,718	66,307	91,705
July 1.....	115,645	264,863	64,799	84,680
Aug. 1.....	83,119	225,560	61,231	68,435
Sept. 1.....	65,689	205,476	54,084	53,537
Oct. 1.....	51,913	185,550	41,042	45,550
Nov. 1.....	37,693	174,329	28,641	40,702
Dec. 1.....	36,048	186,177	30,984	37,006

	1936.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted)			
Jan. 1.....	58,270	213,670	54,837	52,718
Feb. 1.....	103,153	253,225	79,664	75,689
Mar. 1.....	101,724	267,616	82,078	78,725
Apr. 1.....	98,397	263,404	88,348	76,814
May 1.....	102,031	285,204	90,167	83,615
June 1.....	96,545	258,170	85,903	89,114
July 1.....	89,426	206,536	89,314	106,774
Aug. 1.....	95,941	252,345	93,675	117,026
Sept. 1.....	91,883	241,506	87,459	110,561
Oct. 1.....	76,590	219,534	65,484	101,706
Nov. 1.....	75,280	236,821	50,856	94,748
Dec. 1.....	141,366	273,379	41,684	106,827

## CURED PORK PRICES

Prices at Chicago, Nov., 1936, reported by U. S. Dept. of Agriculture:

	Nov., 1936.	Oct., 1935.	Nov., 1935.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.....	23.03	24.16	28.12
10-12 lbs. av.....	22.81	24.19	27.88
12-14 lbs. av.....	22.72	24.28	27.12
14-16 lbs. av.....	24.25	24.40	26.44
Hams, smoked, reg. No. 2—			
8-10 lbs. av.....	20.88	21.31	26.12
10-12 lbs. av.....	21.00	21.31	26.09
12-14 lbs. av.....	21.28	21.56	26.00
14-16 lbs. av.....	22.62	21.81	.....
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.....	24.44	24.38	24.50
18-20 lbs. av.....	23.00	23.25	23.50
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.....	21.56	22.00	24.00
18-20 lbs. av.....	20.50	21.09	21.56
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.....	26.84	27.34	33.81
8-10 lbs. av.....	26.44	26.69	31.81
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. av.....	22.00	22.50	28.50
10-12 lbs. av.....	22.44	22.56	27.46
Picnics, smoked,			
4-8 lbs. av.....	16.62	17.28	19.78
Bacon, dry salt,			
12-14 lbs. av.....	11.60	11.44	17.88
Lard:			
Refined, h. w. tubs.....	12.66	12.41	14.88
Substitutes.....	12.62	12.50	13.00
Refined, 1 lb. cartons.....	13.06	12.91	14.88

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of December 12, 1936, totaled 249,760 lbs.; greases 166,400 lbs.; stearine none; tallow, none.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-260 lbs.			260-300 lbs.		
Regular hams.....	14.00	18.1	\$ 2.53	13.70	18.3	\$ 2.51	13.30	18.3	\$ 2.43
Picnics.....	5.70	12.5	.71	5.40	12.1	.65	5.00	11.9	.60
Boston butts.....	4.00	15.8	.63	4.00	15.8	.63	4.00	15.8	.63
Loins (blade in).....	9.80	15.5	1.52	9.50	15.3	1.45	9.00	15.3	1.38
Bellies, S. P.....	11.00	18.8	2.07	8.70	18.8	1.64	3.50	18.4	.64
Bellies, D. S.....	.....	.....	.....	3.00	15.5	.47	9.90	15.5	1.53
Fat backs.....	2.00	9.5	.19	4.00	10.3	.41	5.00	10.9	.55
Plates and jowls.....	2.50	10.3	.26	2.50	10.3	.26	3.00	10.3	.31
Raw leaf.....	2.10	12.0	.25	2.20	12.0	.26	2.10	12.0	.25
P. S. lard, rend, wt.....	10.80	12.6	1.36	10.60	12.6	1.34	10.90	12.6	1.37
Spareribs.....	1.60	11.4	.18	1.60	11.4	.18	1.50	11.4	.17
Trimnings.....	3.00	10.5	.32	2.80	10.5	.29	2.70	10.5	.28
Feet, tails, neckbones.....	2.00	.....	.08	2.00	.....	.08	2.00	.....	.08
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
<b>TOTAL YIELD AND VALUE.....</b>	<b>68.50</b>		<b>\$10.50</b>	<b>70.00</b>		<b>\$10.57</b>	<b>71.00</b>		<b>\$10.62</b>
Cost of hogs per cwt.....		\$ 9.99			\$10.10			\$10.09	
Condemnation loss.....		.05			.05			.05	
Handling & overhead.....		.50			.45			.42	
<b>TOTAL COST PER CWT ALIVE.....</b>		<b>\$10.54</b>			<b>\$10.60</b>			<b>\$10.56</b>	
<b>TOTAL VALUE.....</b>		<b>10.50</b>			<b>10.57</b>			<b>10.62</b>	
Loss per cwt.....		.04			.....			.....	
Loss per hog.....		.08			.....			.....	
Profit per cwt.....		.....			.03			.06	
Profit per hog.....		.....			.07			.17	



The entire staff of the Salzman Casings Corporation wishes you health, happiness and prosperity during the New Year.

## Best Wishes

for a Merry Christmas  
and a Happy New Year!



# SALZMAN

## Casings Corporation

4021 Normal Avenue Chicago, Illinois

*"Sausage — Finer Tasting in Natural Casings"*

### TALKS ON SEASONING

by  
*H. J. Mayer*

## PORK SAUSAGE

There's only one main cause for poor pork sausage—improper seasoning. And there's only one real cure for this trouble—*make a pork sausage that sells!*

The Mayer Organization specializes in the production of better seasonings and curing materials. This is our sole business. And the real reason for our success is that we make a better product that builds larger profits for our customers!

"The Man You Know"



"The Man Who Knows"

The way to do this is to give your pork sausage such appetizing, delicious flavor that consumers will buy it and come back for more. Use the proper seasoning, give your product the flavor that appeals to your customers. You can do this economically with MAYER Seasoning. There is a blend that will build sales in every section and locality. Ask about it!

And remember that the Mayer Organization stands ready at any time to assist you in getting greater volume and better profits. No obligation!

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**H. J. MAYER & SONS CO.**

6819 27 S. Ashland Avenue Chicago, Illinois

CANADIAN PLANT WINDSOR ONTARIO

# Artaba

## SEASONING COMPOUND

It's new and different! ARTABA converts ordinary products to fine specialties by improving flavor, quality and digestibility. A pure vegetable product, semi-liquid. Improves food value and mineral content of sausage, and all similar products. You make no change in formulas or methods, simply add to the batch!

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Write for  
Details!

**ARTABA FOODS**

27-10 43rd Avenue  
Long Island City, N.Y.



# PORK PRODUCTS EXPORTS

To	Week ended Dec. 12, 1936.	Week ended Dec. 14, 1935.	Nov. 1 1936 to Dec. 12, 1936.
Continent	45	45	60
Total	45	45	60

## BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	4,551	3,435	9,322
Continent	3	3	13
West Indies	13	18	39
Other Countries	1	1	1
Total	4,564	3,457	9,374

## LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	3,717	2,621	16,127
Continent	3	3	511
Sth. and Ctl. America	1	1	111
West Indies	75	1	858
Total	3,792	2,626	17,607

## TOTAL EXPORT BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York	45	227	75
New Orleans	3	250	23
Montreal	1,385	2,945	25
W. St. John	2,408	477	147
Halifax	543	147	147
Total week	45	4,564	3,792
Previous week	940	2,831	2,831
2 weeks ago	956	3,267	3,267
Cor. week 1935	3,457	2,626	2,626

## SUMMARY NOV. 1 TO DEC. 12, 1936.

	1936.	1935.	In-crease.
Pork, M lbs.	12	10	2
Bacon and Ham, M lbs.	9,373	8,805	568
Lard, M lbs.	17,607	11,573	6,034

# MEAT IMPORTS AT NEW YORK

For week ended December 11, 1936:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Sausage	11,023	
—S. P. pork butts	33,250	
—Beef extract (tins)	24,976	
—Cooked ham	5,019	
Brazil—Jerked beef	2,222	
Canada—Fr. chilled pork	14,216	
—Fr. frozen pork	18,662	
—S. P. hams	13,500	
—Smoked bacon	21,514	
—Fr. beef livers	2,140	
—Pork sausage	25,518	
—Fresh beef	9,283	
—Fresh chilled beef	1,755	
Czechoslovakia—Cooked hams	17,982	
Denmark—Cooked hams	3,317	
—Smoked sausage (tins)	1,620	
—Liverpaste (tin)	1,429	
England—Smoked bacon	1,753	
—Smoked ham	123	
—Meat paste (tins)	750	
Estonia—Cooked hams	26,898	
France—Liverpaste (tins)	2,275	
Germany—Smoked sausage	2,890	
—Cooked ham	538	
—Smoked ham	262	
—Cooked sausage (tins)	182	
Holland—Smoked ham	7,512	
—Cooked ham	3,065	
—D. S. bellies	1,103	
—Smoked sausage	1,980	
Hungary—Cooked ham	838	
Italy—Smoked sausage	20,580	
—Smoked bacon	501	
Irish Free State—Smoked bacon	2,908	
—Smoked ham	838	
Lithuania—Fr. frozen pork	70,908	
—Cooked ham	11,755	
—Fr. frozen lamb	172	
Norway—Meat balls (tins)	928	
Poland—Smoked sausage	3,410	
—Smoked bacon	12,728	
—D. S. bellies	8,958	
—Lancashire meat	5,760	
—Cooked shoulders	13,412	
—Cooked ham	175,218	
Switzerland—Granulated bouillon	3,369	
Uruguay—Jerked beef	3,878	
—Canned corned beef	9,000	
Correction: Imports for week 12-4-36—Argentina	—30,064	
D. S. pork bellies		

# CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

## FUTURE PRICES

SATURDAY, DECEMBER 12, 1936.

	Open.	High.	Low.	Close.
LARD—				
Dec. ... 13.15	13.30	13.15	13.30	
Jan. ... 13.20	13.32½	13.17½	13.32½	
Mar. ... 13.37	13.62	13.37	13.60ax	
May ... 13.65-57½	13.90	13.57½	13.82½-85	
July ... 13.90	14.17½	13.87½	14.07½b	
Sept. ... 14.10	14.32½	14.10	14.32½	

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.80
May ... 17.40	17.40
July ....	17.50b

MONDAY, DECEMBER 14, 1936.

Dec. ... 13.55	13.55	13.50	13.55b
Jan. ... 13.42½	13.55	13.42½	13.55b
Mar. ... 13.70-85	13.87½	13.70	13.82½-85b
May ... 13.97½-14.00	14.10	13.97½	14.06-07½b
July ... 14.20	14.85	14.20	14.32½ax
Sept. ... 14.35	14.55	14.35	14.50b

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.75
May ... 17.45	17.45ax
July ....	17.65b

TUESDAY, DECEMBER 15, 1936.

Dec. ... 13.52½	13.52½	13.42½	13.45
Jan. ... 13.52½	13.52½	13.45	13.45
Mar. ... 13.87½	13.87½	13.72½	13.72½ax
May ... 14.10-07½	14.10	13.90	13.95-07½
July ... 14.30-32½	14.32½	14.12½	14.17½-20
Sept. ... 14.55	14.55	14.37½	14.37½ax

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.75n
May ... 17.45	17.45ax
July ....	17.65n

WEDNESDAY, DECEMBER 16, 1936.

Dec. ... 13.30	13.52½	13.30	13.50ax
Jan. ... 13.30-27½	13.52½	13.27½	13.50ax
Mar. ... 13.65	13.80	13.60	13.90ax
May ... 13.90	14.05	13.85	14.02½-00ax
July ... 14.12½-10	14.27½	14.10	14.27½-22½ax
Sept. ... 14.40	14.45	14.32½	14.45b

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.75ax
May ... 17.40	17.25
July ....	17.65n

THURSDAY, DECEMBER 17, 1936.

Dec. ... 13.47½	13.55	13.45	13.45b
Jan. ... 13.50	13.52½	13.47½	13.47½ax
Mar. ... 13.85	13.85	13.80	13.80ax
May ... 14.00-05	14.05	13.95	13.95b
July ... 14.30-25	14.30	14.20	14.20b
Sept. ... 14.47½	14.47½	14.45	14.45ax

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.60ax
May ... 17.25	17.25
July ....	17.65n

FRIDAY, DECEMBER 18, 1936.

Dec. ... 13.40	13.47½	13.40	13.47½b
Jan. ... 13.45	13.50	13.45	13.50b
Mar. ... 13.75	13.80	13.65	13.75
May ... 13.92½-90	14.00	13.90	13.97½
July ... 14.17½-15	14.22½	14.12½	14.20b
Sept. ... 14.42½	14.45	14.40	14.45ax

## CLEAR BELLIES—

Dec. ....	16.40n
Jan. ... 16.80	16.55ax
May ... 17.25-25	17.25
July ....	17.65n

Key: ax, asked; b, bid; n, nominal; —, split.

## CASH PRICES

Based on actual carlot trading Thursday, December 17, 1936.

## REGULAR HAMS.

Green.	*S.P.
8-10	18½
10-12	18½
12-14	18½
14-16	18½
16-18	18½
18-20	18½
20-22	18½
10-16 range.	18½

## BOILING HAMS.

Green.	*S.P.
16-18	18½
18-20	18½
20-22	18½
16-22 range.	18½

## SKINNED HAMS.

Green.	*S.P.
10-12	19½
12-14	19½
14-16	20
16-18	20½
18-20	20½
20-22	20½
22-24	17½
24-26	16½
26-30	16½
30 and up.	16½

## PICNICS.

Green.	*S.P.
4-6	13½
6-8	12½
8-10	12½
10-12	12½
12-14	12½
Short Shank ¼c over.	12½

## BELLIES.

(Square cut seedless)  
(S. P. ¼c under D. C.)

Green.	*D.C.
6-8	18½
8-10	19
10-12	19
12-14	19
14-16	19
16-18	18½

\*Quotations represent No. 1 new cure.

## D. S. BELLIES.

Clean.	Rib.
14-16	16½
16-18	16½
18-20	16½
20-22	16½
22-24	16½
24-26	16½
26-30	16½
30-35	16½
35-40	16½
40-50	16½

## D. S. FAT BACKS.

10½	
8-10	11
10-12	11½
12-14	11½
14-16	12
16-18	12½
18-20	13
20-22	13½

## OTHER D. S. MEATS.

Extra Short Cleare.	35-45	16½n
Extra Short Ribs.	35-45	16½n
Regular Plates	6-8	12½
Clean Plates	4-6	10
Gowl Butts		11½
Green Square Jowls		13½
Green Rough Jowls		11½

## LARD.

Prime Steam, cash.	13.35n
Prime Steam, loose.	12.55n
Refined, boxed, N. Y.—Export.	unquoted
Neutral, in tierces.	14.12½n
Raw Leaf	12.12½n

# GERMAN HOGS AND LARD

Top hogs at Berlin for the week of December 2, 1936, were quoted at \$17.70 compared with the same price a week earlier and \$17.70 on December 4, 1935. Lard in tierces at Hamburg was quoted at \$13.88 per hundredweight against \$13.61 the previous week and \$15.33 a year earlier.

# CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended December 12, 1936:

	Week Dec. 12.	Previous week.	Same week '35
Cured meats, lbs.	13,611,000	15,651,000	12,611,000
Fresh meats, lbs.	56,815,000	51,190,000	43,005,000
Lard, lbs.	1,959,000	1,883,000	1,878,000

## PROVISIONS AND LARD

(Continued from page 29.)

but should the spread continue at that difference, or widen further during the summer months, it would appear to place shortening in a much better competitive position with lard.

Stocks of three major cooking fats—lard, cotton oil and butter on Dec. 1 this year totaled 1,100,390,000 lbs., or nearly 300,000,000 lbs. above stocks existing on December 1, 1935. Likewise, this feature was ignored entirely. Production of lard in October in the United States was officially placed at 80,568,000 lbs., compared with 47,758,000 lbs. in October 1935, and a five year October average of 92,535,000 lbs.

The average price of hogs in October was 7.75c against 8.20c in October last year; the average yield per hog was 73.87 per cent against 74.02 per cent. The average weight was 212.55 lbs. against 230.48 lbs. Hogs slaughtered in October this year totaled 3,491,671 head compared with 2,135,217 head in October, 1935.

Cold storage holdings of lard in the U. S. on Dec. 1 this year were officially placed at 106,927,000 lbs. against 94,748,000 lbs. a month earlier, 37,906,000 lbs. on Dec. 1, 1935 and a five year Dec. 1 average of 64,480,000 lbs.

**PORK.**—Demand was fair and the market firm at New York, with mess quoted at \$32.00 per barrel; family \$31.00 per barrel; fat backs, \$26.00@ \$28.00 per barrel.

**LARD.**—Demand was fair at New York and the market firm, with prime Western quoted at 13.55@13.65c; middle Western, 13.55@13.65c; New York City in tierces, 13%@13%<sup>1</sup>/<sub>2</sub>c and tubs, 13%<sup>1</sup>/<sub>2</sub>c; refined continent, 17%<sup>1</sup>/<sub>2</sub>c; South America, 18c; Brazil kegs, 18%<sup>1</sup>/<sub>2</sub>c, and compound in car lots at New York, 13%<sup>1</sup>/<sub>2</sub>c, smaller lots, 13%<sup>1</sup>/<sub>2</sub>c@13%<sup>1</sup>/<sub>2</sub>c.

At Chicago, regular lard in round lots was quoted at 10c under December; loose lard at 90c under December, and leaf lard at \$1.30 under December.

(See page 38 for later markets.)

**BEEF.**—Demand fair at New York and the market firm with family quoted \$17.00@ \$18.00 per barrel.

## CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, December 14, 1936, with comparisons:

	Dec. 14, 1936.	Nov. 30, 1936.	Dec. 14, 1935.
P. S. lard, lbs. ....	73,808,344	67,579,406	10,022,289
Other kinds of lard, lbs. ....	4,497,489	4,231,389	4,387,758
D. S. Cl. Bellies <sup>1</sup> ....	2,989,739	2,083,677	2,140,433
D. S. Cl. Bellies <sup>2</sup> ....	85,000	307,000	
D. S. Rib Bellies <sup>1</sup> ....	402,959	199,376	269,404
Ex. Sh. Cl. Sides <sup>1</sup> ....	4,700	3,800	1,400

<sup>1</sup>Made since Oct. 1, 1936.

<sup>2</sup>Made previous to Oct. 1, 1936.

## DEMANDS CROP CONTROL

(Continued from page 16.)

basis cannot continue in any business. Profitable farming, in short, means farming adjusted to the available market. If want continues after that has been accomplished, the remedy is to create more buying power, rather than to compel farmers to produce indefinitely at a loss."

### Crop Adjustment

Under the Agricultural Adjustment Act the primary objective was production control, with soil conservation a secondary though increasingly important object. Under the new law passed by Congress following invalidation of processing tax and production control provisions of the AAA, soil conservation becomes the primary aim, with some crop adjustments coming as a by-product.

"Probably in a period of good crops and high yields the degree of crop control attainable under the new measure will not be adequate, but for the time being it works for a better crop balance," the Secretary said.

Discussion of foreign trade in farm products, the significance of competitive imports, reciprocal trade agreements and their value to agriculture were discussed at some length by the Secretary, along with a summary report of the various activities of the Department of Agriculture during the year and its long-time planning projects, designed to bring a better return to the farmer and to fit a profitable agriculture into the general scheme of national prosperity.

## WINDFALL TAX EXTENSIONS

Extensions of time for filing "windfall" tax returns have been granted to a number of meat packing companies by collectors of internal revenue, it was reported this week. The returns were due and the tax payable on December 15. It was indicated that the duration of the extensions varied from one month to three, and in some cases processors were required to file tentative returns. Extensions were granted on the ground of inability to complete returns.

E. Kahn's Sons Co., Cincinnati, O., has filed suit for injunction in federal district court to restrain the government from collecting the "windfall" tax.

## TALLOW FUTURE TRADING

Tallow transactions at New York:

**SATURDAY, DECEMBER 12, 1936.**

	High.	Low.	Close.
Dec. ....	.....	.....	\$8.00
Jan. ....	.....	.....	8.25
Feb. ....	.....	.....	18.40
Mar. ....	.....	.....	8.45
April ....	.....	.....	18.50
May ....	.....	.....	8.60

**MONDAY, DECEMBER 14, 1936.**

Dec. ....	.....	\$8.00
Jan. ....	.....	8.30
Feb. ....	.....	18.40
Mar. ....	.....	8.45
April ....	.....	18.55
May ....	.....	8.61

**TUESDAY, DECEMBER 15, 1936.**

Dec. ....	.....	\$8.00
Jan. ....	.....	8.00
Feb. ....	.....	18.40
Mar. ....	.....	8.60
April ....	.....	18.65
May ....	.....	8.70

**WEDNESDAY, DECEMBER 16, 1936.**

Dec.	.....	.....	*8.00
Jan.	8.50	8.50	8.50@8.80
Feb.	.....	.....	18.55
Mar.	8.70	8.70	8.65@8.72
April	.....	.....	18.75
May	.....	.....	8.80@9.00

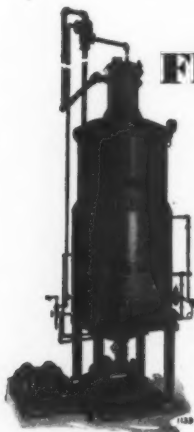
**THURSDAY, DECEMBER 17, 1936.**

Dec. ....	.....	.....	*8.00
Jan. ....	8.60	8.60	8.55@8.85
Feb. ....	.....	.....	†8.65
Mar. ....	8.75	8.75	8.74@8.80
April ....	.....	.....	†8.75
May ....	.....	.....	8.85@9.04

**FRIDAY, DECEMBER 18, 1936.**

Jan. ....	.....	8.55@8.78
Mar. ....	.....	8.75@8.88
May ....	.....	8.85@9.00

Sales, 1 lot.



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SERVING  
THE MEAT PACKING INDUSTRY

# TALLOW AND GREASES ★

## WEEKLY MARKET REVIEW

**TALLOW.**—The tallow situation at New York during the past week was one of quietness with a firm position. There was little tallow on the market and this served to keep down the volume of trade. The last business in extra was at 8½¢ delivered, unchanged from the previous sales, but sellers' ideas were at least ¼¢ above that level. There were unconfirmed reports that tallow had sold above 8½¢. Some sales of better than extra tallow at higher prices were confirmed.

Tallow of 7-9 color was traded at 8½¢ and there were reports at midweek that tallow had sold in the Metropolitan area at 8½¢ and 8½¢, but this, it was officially said, did not establish the market here.

At New York, special was quoted at 8¢; extra, 8½¢@8½¢; edible, 9½¢.

On the New York Produce Exchange tallow futures were active and strong, gaining as much as 50 points on the week, with the turnover more than 1,000,000 lbs. This made the volume since January 1, 28,240,000 lbs. January futures sold at 8.50 and March at 8.70, new highs for the movement.

At the London auction, 323 casks were offered and 258 sold at prices 1s 9d to 3s higher than the previous sales on December 2. Mutton was quoted at 28s 6d to 30s; beef, 28s 6d@30s 6d; mixed, 27s@28s 6d.

At Liverpool, Argentine frigorifico tallow rose 9d to 30s 6d, while Australian tallow at Liverpool advanced 3s 6d during the week, to 30s 9d.

At Chicago, the market registered new high price levels on a limited volume of business. Last trade on edible tallow was at 10¢, f.o.b. shipping point. Fancy was quoted at 8½¢; prime packer, 8½¢; special, 8@8½¢, and No. 1, 7½¢@8¢.

**STEARINE.**—A scarcity of supplies and a strong market featured stearine at New York, together with evidence of a good inquiry. Oleo at New York was quoted at 10½¢@11¢ compared with 10¢ the previous week. At Chicago, two cars oleo stearine sold at 10½¢ and one car at 11¢.

**OLEO OIL.**—Demand was good at New York, the market was strong and up about 1¢ a pound on the week, with extra quoted at 13½¢; prime, 13¢, and lower grades, 12@12½¢. At Chicago, demand was fairly good and the market firm at 13¢ for extra.

(See page 38 for later markets.)

**LARD OIL.**—Demand was fair and the market firm but prices were unchanged from a week ago at New York, with No. 1 barrels quoted at 10½¢; No. 2, 10½¢; extra, 11½¢; extra No. 1, 10½¢; prime, 15½¢, and extra winter, 11½¢.

**NEATSFOOT OIL.**—Demand was

fair at New York and the market was unchanged, with cold test quoted at 16½¢; extra, 11¢; extra No. 1, 10½¢; pure, 11½¢, and special, 11½¢.

**GREASES.**—A moderately higher range and a moderate trade featured greases at New York during the past week. Demand was fair and owing to strength in tallow and other soap materials, the undertone in greases was firm, particularly as there was no great amount of grease on the market. Business was reported in yellow and house at 7½¢, an advance of ½¢ over the previous week, although reports circulated that business had passed at 8¢ in the outside market during the week. Advices from soap manufacturers continued to indicate persistent large consumption of raw materials. It was felt that grease demand will improve as a result of this, particularly after the turn of the year. At New York, choice white grease was quoted at 8½¢@9¢; A white, 8½¢; B white, 8½¢@8½¢, and yellow and house, 7½¢@7½¢.

At Chicago, greases were strong as a result of active inquiry and unsatisfied demand. Several tanks choice white grease sold at 9¢, f.o.b. Chicago and two cars white grease stearine at 8½¢, f.o.b. Chicago. A white grease was quoted at 8½¢; B white, 8¢; yellow, 7½¢@7½¢, brown, 7½¢@7½¢.

### BY-PRODUCTS MARKETS

#### Blood.

Chicago, Dec. 17, 1936.

Blood market stronger with sales at \$4.40 per unit ammonia. South American, \$3.80@3.85, c.i.f.

	Unit Ammonia.
Unground .....	\$ @4.40

#### Digester Feed Tankage Materials.

Market active with 11 to 12 per cent ammonia selling at \$4.65@10¢. Unground 6 to 10 per cent, \$4.75 for first quality, \$4.50@10¢ for second quality.

Unground, 11 to 12% ammonia....	\$ @4.65 & 10¢
Unground, 6 to 10%, first quality..	4.50@4.75 & 10¢
Liquid stick .....	2.50@2.75

#### Packinghouse Feeds.

Digester tankage higher, with other feed prices unchanged from a week ago. Market firm.

	Carlots, Per ton.
Digester tankage meat meal, 60%....	\$ @62.50
Meat and bone scraps, 50% .....	@57.50
Steam bone meal, 65%, special feed-	
ing, per ton .....	@27.50
Raw bone meal for feeding .....	@35.00

#### Dry Rendered Tankage.

Market strong with sales at highest point of week on closing day of period. Earlier sales ranged from 92½¢ to \$1.00.

Hard pressed and exp. unground per unit protein .....	\$.95@.97½
Soft prod. pork, ac. grease & quality, ton .....	@70.00
Soft prod. beef, ac. grease & quality, ton .....	@60.00

#### Fertilizer Materials.

Ground fertilizer tankage, 10 to 11% ammonia, nominally \$3.75 and 10¢, f.o.b. Chicago, in bulk.

High grd. tankage, ground, 10@11% am. ....	\$ @ 3.75 & 10¢ nom.
Bone tankage, ungrd., low gr., per ton .....	@18.00
Hoof meal .....	@ 3.00

#### Bone Meals (Fertilizer Grades).

Market unchanged and quiet. Steam ground 3 & 50, \$19.00 in bags, f.o.b. river production points. Steam ground 2 & 26, \$18.00, f.o.b. Chicago.

	Per ton.
Steam, ground, 3 & 50 .....	\$ @19.00
Steam, ground, 2 & 26 .....	@18.00

#### Gelatine and Glue Stocks.

Glue stocks continue firm. Pig skin scraps 5¢ on l.c.l. basis, 5½¢ carlot basis, c.a.f. Chicago.

Calf trimmings .....	\$30.00@32.00
Pickled sheep trimmings .....	@25.00
Sinews, pizzles .....	@25.00
Cattle jaws, skulls and knuckles .....	27.50@28.50
Hide trimmings .....	@18.00
Pig skin scraps and trim, per lb., l.c.l.	@ 5¢

#### Animal Hair.

Winter take-off continues in good demand. Outlet still available for summer hair.

Coll and field dried hog hair .....	@4¢
Processed, black winter, per lb. ....	@8¢
Cattle switches, each* .....	1½¢@1½¢

\*According to count.

#### Horns, Bones and Hoofs.

House run hoofs and reject horns in demand for fertilizer purposes, for prompt or forward.

	Per ton.
Horns, according to grade .....	\$45.00@75.00
Cattle hoofs .....	@30.00
Junk bones .....	18.50@19.00

(Note—foregoing prices are for mixed carloads of unassorted materials indicated above.)

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, December 16, 1936.

Tankage, both ground and unground, suitable for feeding, has been selling at \$4.00 and 10¢ f.o.b. local shipping points, and fertilizer tankage last sold at \$3.75 and 10¢, basis f.o.b. New York. Stocks are light and the demand from fertilizer buyers is rather limited.

Dried blood is held at \$3.85 per unit, f.o.b. New York, last sales having been made at \$3.80, f.o.b. South American ground dried blood for January-February shipment sold at \$3.90, and is offered at the same price, c.i.f., Atlantic Coast ports.

Japanese sardine meal is not being



offered for shipment from Japan as there seems to be no freight space available over the next three months, and resale lots have been selling at \$46.50 and upward, c.i.f., Atlantic Coast ports.

There has been a good demand for bone meal and prices are very firm for both domestic and foreign.

## FERTILIZER MATERIALS

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: Dec. 1936 to June 1937.....	@26.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.85
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c. i. f.....	44.50@46.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, Dec. 1936 to June 1937, inclusive.....	@25.50
in 200-lb. bags.....	@26.80
in 100-lb. bags.....	@27.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	4.00 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	4.00 & 10c
<b>Phosphates.</b>	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i. f.....	@25.00
Bone meal, raw, 4½ and 50 bags, per ton, c. i. f.....	@31.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00
<b>Dry Rendered Tankage.</b>	
50% unground.....	@00c
60% ground.....	@92½c

## OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, October, 1936:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium .....	134,806	72,901	.....
Denmark .....	40,392	.....	.....
Germany .....	35,456	.....	.....
Irish Fr. State.....	51,182	.....	.....
Netherlands .....	161,606	39,688	33,156
Norway .....	10,011	.....	3,060
Sweden .....	.....	89,311	.....
Switzerland .....	.....	23,958	.....
United Kingdom .....	259,633	114,156	44,985
Others .....	26,895	.....	21,683
Total .....	643,933	415,952	102,884

## PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, September, 1936, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	Sept. 1, 1935 to Aug. 31, 1936.	Sept., 1936.	Sept. 1, 1935 to Aug. 31, 1936.	Sept., 1936.	Sept. 1, 1935 to Aug. 31, 1936.	Sept. 5-yr. average 1931-35.	Sept., 1935.	Sept., 1936.	Per cent Sept., 1936, is of ave.	
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.	
Edible beef fat <sup>1</sup> .....	31.35	29.06	3.40	3.20	330,760	25,563	24,494	30,946	121.06	
Edible beef offal.....	35.74	34.88	3.88	3.84	377,105	25,955	31,183	37,144	155.06	
Cattle hides.....	61.68	60.94	6.70	6.70	656,765	48,982	53,147	65,301	133.32	
Edible calf fat <sup>1</sup> .....	1.40	1.53	0.73	0.72	8,225	641	663	844	131.67	
Edible calf offal.....	7.40	7.87	3.87	3.72	43,509	2,949	3,413	4,339	147.13	
Lard <sup>2</sup> .....	28.18	24.88	12.12	11.13	844,760	82,941	84,387	59,627	71.89	
Edible hog offal.....	8.46	8.36	3.64	3.74	253,438	19,135	12,682	20,035	104.70	
Pork trimmings.....	16.91	15.63	7.27	6.99	507,412	43,733	28,842	37,459	85.85	
Inedible hog grease <sup>1</sup> .....	2.50	2.37	1.08	1.06	75,278	7,679	3,749	5,696	74.18	
Sheep edible fat <sup>1</sup> .....	1.68	1.99	1.90	1.96	28,243	2,467	2,580	2,525	102.35	
Sheep edible offal.....	2.30	2.26	2.71	2.78	38,701	3,194	3,554	3,589	112.87	

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

## COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For four months ended November 30, 1936 and 1935, as reported by Department of Commerce:

### COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills* Aug. 1 to Nov. 30.		Crushed Aug. 1 to Nov. 30.		On hand at mills November 30.	
	1936.	1935.	1936.	1935.	1936.	1935.
United States .....	3,481,082	2,754,367	2,124,053	1,956,284	1,878,955	887,658
Alabama .....	248,922	231,267	166,508	181,816	83,181	58,941
Arkansas .....	371,300	212,898	192,068	148,702	179,925	71,906
California .....	120,616	67,713	61,860	33,885	75,865	35,177
Georgia .....	306,975	304,057	284,031	269,621	74,821	56,604
Louisiana .....	194,627	147,486	127,038	106,170	69,263	42,680
Mississippi .....	608,994	485,115	318,597	260,456	382,438	207,671
North Carolina .....	150,687	159,243	110,985	117,144	40,380	32,178
Oklahoma .....	61,247	103,115	46,761	87,900	18,541	21,891
South Carolina .....	128,073	140,885	108,142	120,755	21,116	21,891
Tennessee .....	316,425	172,144	185,512	113,896	161,724	62,864
Texas .....	752,723	691,437	546,246	476,573	126,353	237,276
All other states.....	121,488	68,967	66,368	45,066	85,396	24,316

\*Includes seed destroyed at mills but not 21,926 tons and 89,575 tons on hand Aug. 1 nor 35,098 tons and 27,018 tons reshipped for 1936 and 1935 respectively.

### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season.	On hand August 1.	Produced Aug. 1 to Nov. 30.	Shipped Aug. 1 to Nov. 30.	On hand Nov. 30.
Crude oil .....	1936-37	*19,191,508	631,753,036	578,195,466	*143,182,447
(pounds) .....	1935-36	28,262,543	591,074,013	533,842,212	118,742,948
Refined oil .....	1936-37	1318,873,305	**478,310,272	.....	1385,256,291
(pounds) .....	1935-36	444,833,215	449,834,367	.....	345,845,186
Cake and meal .....	1936-37	65,053	952,933	808,326	209,690
(tons) .....	1935-36	198,367	883,435	765,912	315,890
Hulls .....	1936-37	23,893	546,186	426,179	143,900
(tons) .....	1935-36	76,604	503,216	415,045	164,775
Linters .....	1936-37	45,819	510,312	389,214	164,917
(running bales) .....	1935-36	71,292	432,599	331,381	172,510
Hull fiber .....	1936-37	88	17,425	15,656	1,857
(500-lb. bales) .....	1935-36	1,832	14,894	12,426	3,790
Grabbots, motes, etc.....	1936-37	2,961	21,216	12,278	11,923
(500-lb. bales) .....	1935-36	5,968	17,772	15,965	9,773

\*Includes 6,232,774 and 46,623,313 pounds held by refining and manufacturing establishments and 4,411,300 and 34,553,630 pounds in transit to refiners and consumers August 1, 1936 and November 30, 1936 respectively.

†Includes 15,100,446 and 5,555,118 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,643,060 and 3,238,684 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1936 and November 30, 1936 respectively.

\*\*Produced from 508,358,539 pounds of crude oil.

## ANIMAL FAT EXPORTS

Exports of animal fats and oils, October, 1936:

	Quantity, lbs.	Value, \$
Oleo oil .....	643,933	68,019
Oleo stock .....	415,952	43,108
Oleo stearine .....	102,884	10,733
Other greases .....	488,944	35,598
Tallow, inedible .....	81,628	3,563
Oleomargarine .....	6,994	849
Neutral lard .....	81,325	10,710
Cooking fats, not lard.....	118,954	16,560
Lard .....	10,454,247	1,244,211
Tallow, edible .....	.....	.....
Grease stearine .....	81,366	1,533
Neatsfoot oil .....	37,533	7,859
Gelatine .....	39,568	21,852
Oleic acid .....	33,091	2,810
Stearic acid .....	22,950	2,399

Of the total lard exported, 6,787,343 lbs. went to the United Kingdom and 2,136,073 lbs. to Cuba. Insular possessions, principally Porto Rico, took 1,058,625 lbs. of lard in addition to the above export and 503,669 lbs. of cooking fats other than lard.

## SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 17, 1936.—Cotton oil futures remain unchanged. Crude, firm. Bleachable stronger, foreign oils higher, and in reduced supply, especially cocoanut palm whale and olive oils; also tallow. Black grease and soapstock very scarce. With vegetable compounds higher and cotton oil consumption increasing, markets are apt to work higher, regardless of occasional healthy reactions in future markets.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, December 17, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$36.00. Prime cottonseed oil was quoted at Dallas at 9½c nom.

## VEGETABLE OIL IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, October, 1936:

### IMPORTS.

	Quantity, lbs.	Value.
Vegetable oils and seeds:		
Copra (free) .....	44,370,767	\$1,080,956
Sesame seed .....	140,950	7,217
Peanut oil .....	2,924,924	176,338
Sunflowerseed oil .....	16,010	468
Corn oil, edible .....	2,367,661	182,068
Palm kernel oil .....	18,422	694
Sesame nuts and kernels.....	3,393,391	129,538
Palm nuts and kernels.....	860,465	25,015
Inedible vegetable oils.		
Cottonseed oil .....	3,746,808	198,123
Cocoanut oil .....	23,499,974	807,884
Palm oil .....	28,074,352	938,217
Soybean oil .....	455,149	22,719
Palm kernel oil .....	56,294	3,239



# VEGETABLE OILS ★

## WEEKLY MARKET REVIEW

**A** HUGE volume of trade and a strong market continued to feature cottonseed oil futures at New York during the past week. There was much public buying through commission houses. Although hedge selling at times was in fair volume and profit taking reached large proportions, the offerings were quickly snapped up and the market again went into new high ground on the crop.

The main incentive for buying was advancing commodity prices in general, although continued strength in foreign oils cut considerable figure, and the political disturbances in China came in for much attention as that country supplies considerable quantities of oils to the rest of the world. There was selling of oil futures against purchases of cotton and buying of oil against sales of lard in the West, especially more distant deliveries.

During the fore part of this week the demand in oil quieted somewhat but the daily turnover continued quite large. More of an awaiting attitude developed but the big long interests did not appear to be disturbed even when the market acted a little topy and reacted moderately from the season's best levels. It was evident that more cautiousness had developed, however, as the late months had experienced a steady upturn of some 160 points from the season's lows, made in November this year, without any setbacks of consequence.

Sentiment in the main continued to lean to the constructive side and no little inflationary gossip was heard around the ring, due to rising commodities in general. Routine conditions counted for little. The market was in a position where buying power, naturally speculative, had taken the market away from the trade and many of the older observers found it difficult to see clearly what the future might have in store.

### Sharp Setback Possible

A general liquidating movement, it was admitted, might readily bring about a sharp setback. A great many operators felt that the market needed a technical cleaning out. However, when crude mills stopped selling crude oil and hedge pressure dried up completely on futures, there was no pressure on the futures market, other than scattered realizing.

Crude oil was 10c bid in the Southeast and Valley and 9½c bid in Texas, with mill ideas somewhat above those levels. Indications were that mills were comfortably sold up and probably would relish some setback in prices in order to secure seed at cheaper prices.

November oil statistics made an unfavorable showing. Consumption last month totaled 264,192 bbls., against

252,780 bbls. in October, and 298,820 in November last year. Consumption for the four months ended with November totaled 1,030,000 bbls. against 1,373,000 bbls. for the same period last year. The visible supply in all positions at the beginning of December amounted to 2,261,400 bbls., against 1,755,800 bbls. the same time last season.

The statistical report, however, had but momentary influence. This was due to the indications that cotton oil consumption in December will run 300,000 bbls. or more, against 204,000 bbls. in December 1935. Likewise, there was a feeling that consumption during the first quarter of the next calendar year will exceed the first quarter of 1936. This, it was maintained, will improve the statistical position during the next several months.

Increasing lard stocks at Chicago likewise had but little influence. The lard supply during the first half of December at that center increased 6,495,000 lbs. to 78,303,000 lbs., which compares with 14,409,000 lbs. at the same time a year ago.

**COCOANUT OIL.**—The market continued very strong at New York and more or less nominal, with some offerings at 9c. Strength abroad, Chinese political troubles and an advance in copra at London to around 4.86c, the highest on record, further complicated scarcity here.

**CORN OIL.**—Nominal conditions prevailed at New York, with the market quoted on a basis of around 10c.

**SOYA BEAN OIL.**—Trade was light but the market was strong at New York and quoted around 9½c @ 10c. Soy beans in Chicago went to new highs for the crop at \$1.51 per bushel.

**PALM OIL.**—With exceptionally light stocks, spot Nigre at New York was purely nominal and subject to negotiations at 6½c. Shipment Nigre was quoted at slightly better than 6c, while nearby Sumatra was quoted at 6c, and late next year 5c.

**PALM KERNEL OIL.**—The supply situation continued tight at New York and the market was strong with sellers quoting 8c.

**OLIVE OIL FOOTS.**—Supplies are none too plentiful and tanks were firm at 10@10½c, New York.

**PEANUT OIL.**—The market was quoted at 10½@10¾c at New York, but buyers were moving slowly. Edible white peanut oil was quoted at 13¾ to 14c.

**COTTON OIL.**—Valley and S.E. crude quoted at 10.00 paid and bid; Texas 9.75 paid and bid at common points, Dallas 9.87½ nom.

Market transactions at New York:

Friday, December 11, 1936

Sales	Range		Closing	
	High	Low	Bid	Asked
Spot . . . . .	.....	.....	.....	a . . . .
Dec. . . . .	1	1108	1108	1109 a 1130
Jan. . . . .	21	1126	1108	1112 a 1120
Feb. . . . .	.....	.....	.....	1118 a nom
Mar. . . . .	95	1134	1115	1123 a trad
April . . . . .	.....	.....	.....	1120 a nom
May . . . . .	201	1145	1130	1137 a 1136
June . . . . .	.....	.....	.....	1138 a nom
July . . . . .	109	1150	1133	1140 a 1141

Saturday, December 12, 1936

Spot . . . . .	.....	.....	.....	a . . . .
Dec. . . . .	.....	.....	.....	1100 a 1135
Jan. . . . .	4	1115	1104	1108 a 1118
Feb. . . . .	.....	.....	.....	1115 a nom
Mar. . . . .	41	1123	1102	1121 a trad
April . . . . .	.....	.....	.....	1125 a nom
May . . . . .	117	1135	1117	1134 a trad
June . . . . .	.....	.....	.....	1135 a nom
July . . . . .	99	1140	1119	1138 a 1137

Monday, December 14, 1936

Spot . . . . .	.....	.....	.....	a . . . .
Dec. . . . .	.....	.....	.....	1116 a 1150
Jan. . . . .	8	1135	1115	1134 a 1138
Feb. . . . .	.....	.....	.....	1140 a nom
Mar. . . . .	83	1145	1127	1145 a 42tr
April . . . . .	.....	.....	.....	1150 a nom
May . . . . .	182	1157	1145	1157 a 55tr
June . . . . .	.....	.....	.....	1158 a nom
July . . . . .	107	1159	1146	1159 a 58tr

Tuesday, December 15, 1936

Spot . . . . .	.....	.....	.....	a . . . .
Dec. . . . .	2	1150	1150	1150 a trad
Jan. . . . .	9	1139	1135	1135 a 1138
Feb. . . . .	.....	.....	.....	1138 a nom
Mar. . . . .	95	1147	1135	1139 a trad
April . . . . .	.....	.....	.....	1143 a nom
May . . . . .	186	1160	1146	1147 a trad
June . . . . .	.....	.....	.....	1149 a nom
July . . . . .	80	1160	1147	1150 a trad

Wednesday, December 16, 1936

Spot . . . . .	.....	.....	.....	a . . . .
Jan. . . . .	5	1129	1125	1127 a 1130
Feb. . . . .	.....	.....	.....	1145 a nom
Mar. . . . .	43	1140	1127	1135 a trad
April . . . . .	.....	.....	.....	1135 a nom
May . . . . .	108	1152	1140	1147 a 45tr
June . . . . .	.....	.....	.....	1145 a nom
July . . . . .	51	1154	1142	1147 a trad

Thursday, December 17, 1936

Jan. . . . .	1125	1125	1123 a 1125
Mar. . . . .	1136	1126	1127 a 1126
May . . . . .	1148	1137	1142 a 1143
July . . . . .	1152	1141	1144 a 1147

(See page 38 for later markets.)

### HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Dec. 17, 1936.—Refined cottonseed oil, 33s 6d. Egyptian crude cottonseed oil, 31s.

Week Ending December 19, 1936

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# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were active and firm during the latter part of the week in the face of heavy realizing in lard, easier hogs and slow cash trade. Buying on grain strength was the main feature. Top hogs at Chicago, \$10.15.

### Cottonseed Oil

Cotton oil was quieter but very steady with offerings light and buying power smaller but no hedge pressure. Outside strength checked declines. Southeast and Valley crude, 10c bid; Texas, 9½c bid.

Quotations on bleachable cottonseed oil at close of market on Friday were: Jan. \$11.25@11.32; Mar. \$11.35; May, \$11.46@11.45 sale; July, \$11.47@11.49. Tone barely steady; 148 sales.

### Tallow

Tallow, extra 8½@9c lb., f.o.b.

### Stearine

Stearine, 10½@11c lb. sales.

### Friday's Lard Markets

New York, December 18, 1936.—Prices are for export. Lard, prime western \$13.60@13.70; middle western, \$13.50@13.60; city 13½c; refined Continent, 13½c; South American, 14c; Brazil kegs, 14½c; compound, 13½c in carlots.

## NOV. FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock by stations during November, 1936:

	Cattle.	Calves.	Sheep and Lambs.	Swine.
Baltimore	11,503	2,073	2,163	64,163
Chicago (2)	130,748	25,757	282,960	634,392
Cincinnati (3)	15,636	5,907	(1)	(1)
Cleveland	(1)	(1)	52,568	(1)
Denver	17,136	3,627	(1)	45,168
Kansas City	71,305	35,080	82,240	197,552
Milwaukee (4)	24,228	35,676	(1)	(1)
New York	25,305	48,612	208,390	(1)
Omaha	65,990	13,820	78,939	181,628
St. Louis (5)	72,616	41,312	63,991	287,208
Sioux City	37,824	8,501	71,733	122,853
So. St.				
Paul (6)	77,976	52,578	140,643	291,839
All other stations	417,896	203,580	612,822	2,424,284
Total:				
Nov., '36	988,167	476,532	1,543,916	4,291,635
Nov., '35	955,684	480,101	1,406,985	2,421,898
11 mos. ended Nov., '36 (8)	9,984,756	5,575,717	15,642,746	31,373,868
11 mos. ended Nov., '35 (8)	8,773,657	5,198,531	16,275,534	23,182,772
New York, Brooklyn, Jersey City and Newark (7)	39,726	63,488	264,066	220,747

(1) Included in "All other stations."  
(2) Includes Ottawa, Ill.  
(3) Includes Newport, Ky., and Lexington, Ky.  
(4) Includes Cudahy, Wis., and Ft. Atkinson, Wis.  
(5) Includes National Stock Yards, Ill.  
(6) Includes Newport, Minn., and St. Paul, Minn.  
(7) The slaughter figures in this group of cities are included in the figures above for "New York" and "All other stations" and are combined here to show total in the greater New York district.  
(8) Commercial only.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, December 18, 1936.—General provision market dull and unchanged; poor demand for A. C. hams and pure lard.

Friday's prices were: Hams, American cut, 91s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 82s, Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 79s; Canadian Cumberlands, 76s, spot lard, 69s 9d.

## LIVERPOOL PROVISION PRICES.

Prices of first quality product at Liverpool for the week of December 2:

	Dec. 2, 1936.	Nov. 25, 1936.	Dec. 4, 1936.
American green bellies	\$18.17	\$18.14	Nominal
Danish Wiltshire sides	19.70	19.67	\$18.05
Canadian green sides	17.62	17.59	15.30
American short cut green hams	20.55	20.54	20.31
American refined lard	14.69	14.01	15.76

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to December 18, 1936: To the United Kingdom, 101,874 quarters, to the Continent, 11,283.

## MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended December 18, 1936, totaled 339,290 lbs. lard, and 138,325 lbs. bacon.

## DROUGHT HIDE SALES

Bids were opened December 17 by the FSOC on 132,079 drought cattle hides, 367 kipskins and 17,395 calfskins, resulting in awards on most of offerings, at what the trade considered good prices. Awards on larger lots were as follows:

To J. C. Andresen & Co., 2,396 packer light native cows at Kansas City, Kans., at 11.84; 4,000 more at Omaha at 11.09; 1,000 small packer native and branded cows at Omaha at 10.34; 10,000 small packer branded cows at South St. Paul at 10.59; 12,000 small packer branded cows at Lyndonville, N. Y., at 12.29; 3,421 packer No. 2 light cows at Erie, Pa., at 12.55.

To H. Elkan & Co., 14,608 packer branded cows at Kansas City, Kans., at 12.54; 13,380 packer light native cows at same point at 12.79; 1,018 heavy cows same basis; 8,500 packer light cows at South St. Paul at 12.79; 3,018 packer heavy cows at same point at 12.79; 9,000 packer light native cows at Erie, Pa., at 13.04; 10,621 unbranded 8/12 lb. skins at Erie at 11.79.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Dec. 18, 1936 with comparisons, are reported as follows:

	Week ended Dec. 18.	Prev. week.	Cor. week, 1935.
Spr. nat. str.	15½@16n	15½@16n	@15n
Hvy. nat. str.	@15½	@15½	@14½
Hvy. Tex. str.	@15½	@15½	@14½
Hvy. butt brnd'd str.	@15½	@15½	@14½
Hvy. Col. str.	@15	@15	@14
Ex-light Tex. str.	@13½	@13½	@11
Brnd'd cows	13½@13½	@13½	@11
Hvy. nat. cows	@14	@14	@11½
Lt. nat. cows	@14	@13½	@11½
Nat. bulls	@11½	@11	@10
Brnd'd bulls	@10½	@10	@9
Calfskins	24@27	23@25n	18½@22
Kips, nat.	@17½	@17	@14½
Kips, ov-wt.	15½@16	@15½	@13½
Kips, brnd'd	@14	@13½	@11
Slunks, reg.	@1.25	1.15@1.40	@90
Slunks, hris.	.55@60	55@60	30@35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	13@13½	12½@13½	10½@10½
Branded	12½@13½	12@12½	10@10½
Nat. bulls	@11½	@11	8½@8½
Brnd'd bulls	@9	8½@9	7½@7½
Calfskins	21½@23	21@22	17@18
Kips	@15½n	@15	13@13½
Slunks, reg.	@1.10n	1.00@1.10n	70@75n
Slunks, hris.	.40@50n	40@50n	20@25n

## COUNTRY HIDES.

Hvy. steers	10@10½	9½@9½	8½@8½
Hvy. cows	10@10½	9½@9½	8½@8½
Buffs	11½@11½	@11½	9@9½
Extremes	12½@13	12½@12½	@10
Bulls	8½@9	8@8½	6½@6½
Calfskins	15½@16	@15½	11½@12½
Kips	12½@13	12½@13	10@10½
Light calf	1.00@1.10n	1.00@1.10	75@85
Deacons	1.00@1.10n	1.00@1.10	75@85
Slunks, reg.	.80@90n	75@90n	50@60
Slunks, hris.	.15@25n	15@20n	10@15
Horsehides	4.00@5.00	3.85@4.40	3.85@4.40

## SHEEPSKINS.

Pkr. lambs	2.25@2.40
Sml. pkr. lambs	2.10@2.25
Pkr. shearings	1.25@1.50
Dry pelts	.21@.21½

## N. Y. HIDE FUTURE MARKETS

Saturday, Dec. 12, 1936—Close: Dec. 13.77 b; Mar. 14.02@14.05; June 14.27@14.29; Sept. 14.53@14.55; Dec. (1937) 14.79 n; sales 20 lots. Closing unchanged to 2 higher.

Monday, Dec. 14, 1936—Close: Dec. 13.99 n; Mar. 14.24 sale; June 14.44 sale; Sept. 14.67 n; Dec. (1937) 14.90@15.00; sales 89 lots. Closing 11@22 higher.

Tuesday, Dec. 15, 1936—Close: Dec. 14.08 n; Mar. 14.33@14.34; June 14.57 sales; Sept. 14.79@14.82; Dec. (1937) 15.01 n; sales 85 lots. Closing 9@13 higher.

Wednesday, Dec. 16, 1936—Close: Dec. 14.17 n; Mar. 14.42@14.47; June 14.65 sale; Sept. 14.93 sale; Dec. (1937) 15.15 n; sales 139 lots. Closing 8@14 higher.

Thursday, Dec. 17, 1936—Close: Dec. 14.35 n; Mar. 14.60 sale; June 14.82 sale; Sept. 15.07@15.10; Dec. (1937) 15.30 n; sales 169 lots. Closing 14@18 higher.

Friday, Dec. 18, 1936—Close: Dec. 14.30 n; Mar. 14.55 sale; June 14.77@14.80 sales; Sept. 15.00@15.03; Dec. (1937) 15.20 n; sales 98 lots. Closing 5@10 lower.

# HIDES AND SKINS

## WEEKLY MARKET REVIEW



### Chicago

**PACKER HIDES.**—Further strength was shown by the packer hide market this week when an advance of a half-cent was obtained for light cows and extreme light native steers, also native bulls, narrowing the spread between heavy and light hides. Native and branded steers sold at steady prices, running into Dec. take-off, also heavy native cows; however, the sharp advance in the South American market and much higher prices now asked there, have tended to firm up heavy steers in this market considerably. Total sales so far this week about 65,000 hides.

Light stock, such as calf and kipskins, moved in quantity at higher prices, especially for the light end. Awards were also made on another large offering of drought hides this week at what the trade considered good prices. Despite the rather heavy cattle kill recently, hide markets in general are fairly well sold up, and the present strength appears to be more or less world wide, with European buyers showing considerably more interest lately.

Total of 13,300 Nov.-Dec. native steers sold at 15½c, running well into Dec. take-off; Association sold 800 same basis. Around 11,000 Nov.-Dec. extreme light native steers sold at 14½c, or ½c up.

About 3,000 mostly Dec. butt branded steers sold at 15½c, and 800 Dec. Colorados at 15c, steady. Heavy Texas steers scarce and 15½c last paid; light Texas steers last sold at 14c; extreme light Texas steers quotable 13½@13¾c.

Packer sold 12,400 Nov.-Dec. heavy native cows at 14c, steady; production rather heavy. Total of 20,600 mostly Dec. light native cows sold late in week at 14c, or ½c up; Association sold 2,000 Dec. at 14c. Association sold 1,000 Dec. branded cows early at 13¾c, steady; later this week 13½c is bid, with 13¾c asked.

Two packers sold 4,400 Nov.-Dec. native bulls at 11½c, or ½c up; Association sold 800 Dec. earlier at 11c.

### OUTSIDE SMALL PACKER HIDES.

—Outside small packer all-weight natives are wanted at 13c, selected, f.o.b. nearby shipping points, brands ½c less, but offerings usually held around ½c or more higher. Chicago take-off around 13¾c nom.

**PACIFIC COAST.**—Nov. hides were about cleaned up on the Coast last week at 13¾c for steers and 11½c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES.**—South American market sharply higher, with hides getting into early summer quality there. More interest by European buyers recently, especially Russia, and Germany reported ready to enter

market again. One lot of 4,000 Uruguay steers sold early equal to 15½c, or ¾c up. Total of 20,000 Argentine steers reported, half each to the States and to Russia, at 100 pesos, equal to 16½c, c.i.f. New York, as against 92 pesos or 14½c two weeks back. Market well sold up and sellers asking up to 16½c now.

**COUNTRY HIDES.**—The advance in big packer light cows late this week was immediately reflected in asking prices but so far the advance has not been obtained in the country market. Offerings are expected to be more liberal here in the near future but the good prices obtained by the FSCC for drought hides this week have helped to strengthen the country market. Holders of all-weights are more inclined to accumulate than sell and it is hard to buy untrimmed all-weights under 11c, selected, delivered Chicago. Heavy steers and cows quoted 10@10½c flat. Trimmed buff weights top at 11½c paid, so far, but higher asked. Trimmed extremes sold early at 12½c but up to 13c asked now. Bulls 8½@9c flat; glues 8@8½c flat. All-weight brands last sold at 9½c, with 9¾@10c asked, flat.

**CALFSKINS.**—Market strong and active and packers moved Nov. calf at a cent advance for heavies 9½/15 lb., and mostly at 2c up for lights under 9½ lb. One packer sold 24,000 Nov. heavy northern early at 25c; 10,000 Detroit, Cleveland and Evansville at 25½c, usual premium for heavies, lights to be billed later at market; 5,000 River point heavies 24c, and later sold three more cars heavies at these prices and 20,000 Nov. lights at 26½c. One packer was credited with moving 8,000 or more lights at 27c. However, one packer later sold Nov. production of 15,000, and another packer 11,000, all at 25c for northern heavies, 24c River point heavies and 26½c lights.

Trade awaited to establish market on Chicago city calf. The 8/10 lb. last sold at 22c, and 10/15 lb. 21c, with ½c more obtainable and a cent more talked. Outside cities 8/15 lb. quoted around 22c; mixed cities and countries 18½@19c; straight countries 15½@16c flat.

**KIPSKINS.**—Market generally ½c higher. One packer sold 22,000 Nov. northern native kips early at 17½c, 8,500 southern natives at 16½c; 2,000 Nov. southern over-weights at 15c, and 5,500 Nov. brands at 14c. Another packer sold 17,000 Nov. natives, 2,000 southern over-weights, and 4,000 brands same basis. Third packer sold 8,000 northern natives and 1,600 brands at the same prices. Fourth packer sold Nov. production of 9,800 kips, at 17½c for northern natives, 15½c for northern over-weights, southern a cent less; brands at 14c; this packer always sells entire production at one time. Other packers still hold their northern over-

weights, with 15½c bid and 16c asked, one holding a few Sept.-Oct. also.

**LATER:** Two packers sold 7,500 Nov. northern over-weight kips at 16c.

Chicago city kipskins last sold at 15c, with 15½c quoted now. Outside cities around 15@15½c; mixed cities and countries about 14c; straight countries 12½@13c flat.

Three packers sold about 18,000 Nov. regular slunks at \$1.25, or 10c up.

**HORSEHIDES.**—Market strong, with quotations in a wider range. Good city renderers with full manes and tails range from \$4.50 flat up to around \$5.00, selected, f.o.b. nearby good sections; ordinary trimmed renderers around \$4.35@4.50 delivered Chicago; mixed city and country lots \$4.00@4.25 Chicago.

**SHEEPSKINS.**—Dry pelts quoted 21@21½c per lb., delivered Chicago, for full wools. The speculative interest recently in wool and skins has made it difficult to quote prices. Shearling production is practically nil now and quotations range \$1.25@1.50 for No. 1's, 85@1.00 for No. 2's and 65@85c for No. 3's, with good demand and offerings scarce; production mostly No. 1's and last sale appears to have been \$1.35. Pickled skins strong, with considerable variation in quotations, due to fact that distinction not made at times as to percentage of ribbys included; market quoted generally \$8.50@8.75 per doz. for blind ribbys, with ribbys \$1.00 less; last reported sale at \$8.25; a sale was reported at New York at \$7.65, presumably an average price including ribbys. Packer lamb pelts firm at \$3.10@3.15 per cwt. live lamb for Dec. pelts. Outside small packer lambs \$2.10@2.25 each, according to quality.

### New York

**PACKER HIDES.**—One packer sold a car Oct. native steers late this week at 16½c, or ½c advance; still holding car Nov. natives at same figure. Nov. branded steers were cleaned up earlier at 15½c for butts and 15c Colorados. Two cars cows sold early at 13½c for heavies and 13c lights; also 2,000 Sept. forward bulls early at 11c. Market fairly well cleaned up.

**CALFSKINS.**—Advances of 5@15c paid when collectors sold 15,000 calf early, 5-7's at \$1.95, 7-9's at \$2.45 and 9-12's at \$3.00@3.05. Packer calf quoted 10@25c over these figures; 1,000 packer 12/17 buttermilks sold at \$3.10.

### WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended December 5:

Week ending	New York	Boston	Phila.
Dec. 5, 1936.....	27,684	.....	.....
Nov. 28, 1936.....	24,901	2,682	8,704
Nov. 21, 1936.....	13,058	.....	.....
Nov. 14, 1936.....	61,692	15,981	4,000
Total 1936.....	1,932,986	95,993	100,776
Dec. 7, 1935.....	26,278	.....	.....
Nov. 30, 1935.....	60,748	6,170	7,954
Total 1935.....	1,851,951	77,841	37,771
Total so far: 1936—2,149,755* — 1935—1,967,563*			

\*Does not include Imports at Norfolk

Week Ending December 19, 1936



# LIVE STOCK MARKETS ★

## WEEKLY REVIEW

### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, December 17, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$ 9.00@ 9.90	\$ 9.10@ 9.75	\$ 8.40@ 9.35	\$ 8.75@ 9.50	\$ 8.75@ 9.00
Medium	8.50@ 9.00	8.35@ 9.50	7.85@ 9.00	8.25@ 9.00	8.50@ 9.40
Lt. wt., 168-180 lbs.,					
Good-choice	9.60@ 10.05	9.60@ 10.10	9.00@ 9.50	9.00@ 9.85	9.40@ 9.85
Medium	8.90@ 9.85	8.85@ 9.90	8.50@ 9.35	8.65@ 9.50	9.00@ 9.65
Lt. wt., 180-200 lbs.,					
Good-choice	9.85@ 10.15	9.90@ 10.25	9.35@ 9.75	9.50@ 10.00	9.65@ 9.90
Medium	9.40@ 10.00	9.25@ 10.10	9.00@ 9.60	9.25@ 9.75	9.40@ 9.80
Med. wt.,					
200-220 lbs., gd.-ch.	10.00@ 10.25	10.10@ 10.30	9.60@ 9.80	9.75@ 10.00	9.80@ 9.90
220-250 lbs., gd.-ch.	10.10@ 10.30	10.15@ 10.30	9.70@ 9.85	9.80@ 10.00	9.85@ 9.90
Hvy. wt.,					
250-290 lbs., gd.-ch.	10.15@ 10.30	10.15@ 10.30	9.75@ 9.85	9.80@ 10.00	9.85@ 9.90
290-350 lbs., gd.-ch.	10.10@ 10.30	10.00@ 10.25	9.75@ 9.85	9.80@ 10.00	9.75@ 9.90
PACKING SOWS:					
275-350 lbs., good	9.65@ 9.95	9.25@ 9.50	9.50@ 9.90	9.40@ 9.65	9.65@ 9.75
350-425 lbs., good	9.60@ 9.90	9.15@ 9.40	9.50@ 9.60	9.35@ 9.60	9.50@ 9.70
425-550 lbs., good	9.40@ 9.80	9.00@ 9.35	9.50@ 9.60	9.25@ 9.50	9.30@ 9.65
275-550 lbs., medium	8.65@ 9.05	8.50@ 9.25	9.20@ 9.40	8.50@ 9.50	9.00@ 9.65

#### SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	8.25@ 9.50	6.75@ 9.25	6.75@ 8.65	8.00@ 9.00	7.50@ 9.00
Medium	6.85@ 9.00	6.00@ 9.00	6.00@ 8.40	7.50@ 8.75	7.25@ 8.50

#### Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	11.00@ 12.00	10.75@ 11.75	10.50@ 11.75	10.75@ 11.75	10.00@ 11.40
Good	9.50@ 11.25	9.00@ 10.75	9.00@ 10.75	8.50@ 10.75	8.85@ 10.50
Medium	7.25@ 9.75	7.00@ 9.00	7.00@ 9.00	6.50@ 9.00	6.50@ 9.15
Common (plain)	5.25@ 7.50	5.25@ 7.00	5.00@ 7.25	5.00@ 6.50	4.85@ 6.75

STEERS, 900-1100 lbs.,					
Prime	12.00@ 12.75	11.75@ 12.25	11.75@ 12.25	11.75@ 12.25	10.50@ 11.65
Choice	11.25@ 12.25	10.75@ 11.75	10.75@ 11.75	10.75@ 11.75	10.50@ 11.65
Good	9.75@ 11.00	9.00@ 10.75	9.00@ 10.75	9.00@ 10.75	9.15@ 10.65
Medium	7.50@ 9.75	7.00@ 9.00	7.00@ 9.00	6.50@ 9.00	6.75@ 9.15
Common (plain)	5.75@ 7.50	5.50@ 7.00	5.25@ 7.00	5.00@ 6.50	5.15@ 7.00

STEERS, 1100-1300 lbs.,					
Prime	12.25@ 12.75	11.50@ 12.00	11.50@ 12.00	11.50@ 12.00	10.25@ 11.50
Choice	11.25@ 12.25	10.75@ 11.75	10.50@ 11.75	10.50@ 11.75	10.25@ 11.50
Good	9.75@ 11.25	9.00@ 10.75	9.00@ 10.75	9.00@ 10.75	9.00@ 10.50
Medium	7.50@ 9.75	7.00@ 9.00	7.00@ 9.00	6.50@ 9.00	7.00@ 9.15

STEERS, 1300-1500 lbs.,					
Prime	11.25@ 12.25	10.75@ 11.75	10.75@ 11.75	10.75@ 11.75	10.00@ 11.00
Choice	10.75@ 11.50	10.50@ 11.50	10.25@ 11.25	10.00@ 11.25	10.00@ 11.00
Good	9.75@ 11.00	9.00@ 10.75	9.00@ 10.50	9.00@ 10.50	8.85@ 10.25

HEIFERS, 550-750 lbs.,					
Choice	10.75@ 12.00	10.00@ 11.00	10.00@ 11.00	10.00@ 10.75	9.25@ 10.85
Good	8.75@ 10.75	8.25@ 10.00	8.50@ 10.00	7.50@ 10.00	7.75@ 9.75
Common (plain), medium	4.75@ 8.75	4.50@ 8.25	4.25@ 8.50	4.00@ 7.50	4.35@ 8.00

HEIFERS, 750-900 lbs.,					
Good-choice	7.75@ 12.25	8.25@ 11.00	7.25@ 10.75	8.00@ 11.00	
Common (plain), medium	4.75@ 8.75	4.25@ 8.50	4.00@ 7.50	4.50@ 8.00	

COWS:					
Choice	6.25@ 7.25	5.25@ 6.00	5.25@ 6.25	4.50@ 6.00	5.00@ 6.00
Good	5.25@ 6.25	5.25@ 6.00	5.25@ 6.25	4.00@ 4.85	4.00@ 5.00
Common (plain), medium	4.15@ 5.25	4.25@ 5.25	4.00@ 4.85	4.00@ 4.85	4.00@ 5.00
Low cutter-cutter	3.50@ 4.15	3.00@ 4.25	3.00@ 4.00	2.75@ 4.00	3.15@ 4.15

BULLS (Yearlings excluded):					
Good (beef)	5.50@ 6.25	5.50@ 6.00	5.00@ 5.50	5.00@ 5.35	5.25@ 5.85
Cutter, com. (plain), med.	4.50@ 5.65	4.00@ 5.50	3.75@ 5.25	3.50@ 5.00	3.85@ 5.40

VEALERS:					
Good-choice	9.50@ 11.00	10.00@ 11.25	7.00@ 9.50	7.00@ 9.00	8.00@ 10.00
Medium	8.00@ 9.50	8.50@ 10.00	5.50@ 7.00	5.50@ 7.00	6.50@ 8.00
Cull-common (plain)	5.00@ 8.50	3.75@ 8.50	3.50@ 5.50	3.50@ 5.50	4.50@ 6.50

CALVES, 250-500 lbs.,					
Good-choice	5.50@ 8.50	5.75@ 8.50	5.00@ 8.50	5.25@ 8.25	5.50@ 8.50
Common (plain), medium	4.50@ 5.50	3.75@ 5.75	3.50@ 5.00	3.25@ 5.50	4.25@ 5.50

#### Slaughter Lambs and Sheep:

LAMBS:					
Choice	8.65@ 9.00	8.75@ 9.25	8.25@ 8.50	8.35@ 8.60	8.25@ 8.60
Good	8.25@ 8.65	8.25@ 8.75	7.25@ 8.25	7.75@ 8.35	7.75@ 8.25
Medium	7.00@ 8.40	7.00@ 8.25	6.75@ 7.25	7.00@ 7.75	6.75@ 7.50
Common (plain)	6.00@ 7.00	5.75@ 7.00	6.00@ 6.75	6.00@ 7.00	5.75@ 6.75

EWEES:					
Choice	3.50@ 4.65	3.25@ 4.00	3.00@ 4.00	3.50@ 4.25	3.50@ 4.25
Common (plain), medium	2.00@ 3.50	1.75@ 3.25	2.00@ 3.00	2.00@ 3.50	2.25@ 3.50

### LIVESTOCK PRICES COMPARED

November prices at Chicago, with comparisons:

#### SLAUGHTER CATTLE AND VEALERS.

		Nov., 1936.	Oct., 1936.	Nov., 1935.
Steers—				
550-900 lbs.,	Choice	\$11.08	\$10.13	\$11.57
	Good	9.94	9.31	10.22
	Medium	8.32	8.12	8.96
	Common	6.48	6.43	6.22
900-1100 lbs.,	Prime	11.84	10.43	11.00
	Choice	11.07	9.98	12.28
	Good	9.93	9.25	10.64
	Medium	8.44	8.14	8.20
	Common	6.74	6.56	6.25
1100-1300 lbs.,	Prime	11.78	10.38	13.75
	Choice	11.12	9.88	12.71
	Good	10.14	9.12	10.75
	Medium	8.42	8.10	8.22
1300-1500 lbs.,	Prime	11.22	10.00	13.82
	Choice	10.54	9.41	12.78
	Good	9.78	8.78	10.78

Heifers—				
550-750 lbs.,	Choice	10.94	10.03	10.71
	Good	9.45	9.08	9.38
	Com. and med.	6.50	6.44	6.74
750-900 lbs.,	Good and choice	9.81	9.00	10.16
	Com. and med.	6.50	6.48	6.89

Cows—				
Choice	7.20	6.74	.....	
Good	6.10	5.76	5.90	
Common and medium	4.84	4.74	4.82	
Low cutter and cutter	3.80	3.78	3.81	

Bulls (yearlings excluded)—				
Good (beef)	5.89	5.98	6.46	
Cutter, com. and med.	4.86	5.00	5.19	

Vealers—				
Good and choice	8.91	9.48	10.01	
Medium	7.78	7.99	7.90	
Cull and common	6.08	6.09	6.00	

Calves, 250-500 lbs.—				
Good and choice	7.00	7.00	8.88	
Common and medium	5.00	5.00	5.75	

#### HOGS.

Light light, 140-160 lbs.—				
Good and choice	8.82	8.88	9.81	
Medium	8.36	8.50	8.97	

Light weight, 160-180 lbs.—				
Good and choice	9.20	9.48	9.42	
Medium	8.82	9.00	9.14	

Light weight, 180-200 lbs.—				
Good and choice	9.43	9.75	9.47	
Medium	9.07	9.40	9.24	

Medium weight—				
200-220 lbs., good and ch.	9.56	9.93	9.51	
220-250 lbs., good and ch.	9.06	9.99	9.51	

Heavy weight—				
250-290 lbs., good and ch.	9.63	9.93	9.46	
290-350 lbs., good and ch.	9.55	9.78	9.34	

Packing sows—				
275-350 lbs., good	9.21	9.15	8.77	
350-425 lbs., good	9.13	8.97	8.66	
425-550 lbs., good	8.92	8.62	8.49	
275-550 lbs., medium	8.58	8.44	8.38	

Slaughter pigs, 100-140 lbs.—				
Good and choice	8.00	8.12	9.16	
Medium	7.45	7.40	8.81	

#### LAMBS AND SHEEP.

Lambs—				
Choice	9.08	8.88	10.30	
Good	8.72	8.49	.....	
Medium	7.78	7.90	8.97	
Common	6.52	6.23	.....	

Yearling wethers—				
Good and choice	.....	.....	8.52	
Medium	.....	.....	7.71	

Ewes—				
Good and choice	3.78	3.40	4.71	
Common and medium	2.46	2.12	3.92	

<sup>1</sup>Ewe and wether lambs.

### NEED A GOOD MAN?

Watch the "Classified" page for good, experienced men.



## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., December 17, 1936—At 22 concentration points and 9 packing plants in Iowa and Minnesota, the week's hog market was moderately active. Receipts were lighter than a week ago, market mostly 5@10c higher than last week's close, with lighter weights up 15c in instances. Current prices, good to choice, 200 to 325-lb. hogs, by truck, mostly \$9.70@9.90, some first hand country bids for short hauls down to \$9.60, long haul plant deliveries \$9.95 and rail loads delivered at plants \$10.10. Better 180 to 200-lb. hogs, \$9.45@9.70, desirable 160 to 180-lb., \$8.35@9.40, light lights mostly \$7.35@8.35. Good packing sows 425 lbs. down, by truck, \$9.15@9.40; best light weights off cars \$9.60.

Receipts week ended Dec. 17, 1936.

	This week.	Last week.
Friday, Dec. 11.....	28,000	41,700
Saturday, Dec. 12.....	32,100	31,700
Sunday, Dec. 13.....	71,000	51,600
Tuesday, Dec. 15.....	30,800	28,500
Wednesday, Dec. 16.....	29,100	45,800
Thursday, Dec. 17.....	27,300	36,500

## U. S. INSPECTED HOG KILL

At 8 points week ended December 11:

	Week ended Dec. 11.	Prev. week.	Cor. 1935.
Chicago.....	163,826	177,304	101,830
Kansas City.....	51,976	62,355	30,940
Omaha.....	47,114	63,220	22,372
St. Louis & East St. Louis.....	92,036	92,045	45,444
St. Joseph.....	32,344	34,444	15,710
St. Paul.....	19,420	30,029	17,323
N. Y., Newark and J. C.....	64,587	71,384	40,654
Total.....	531,772	591,495	317,814

## STOCKERS AND FEEDERS

Shipments from 12 principal markets during November, with comparisons:

	Cattle and calves.	Hogs.	Sheep.
November, 1936.....	251,658	14,266	258,155
October, 1936.....	315,534	22,291	506,241
November, 1935.....	259,509	13,977	208,451
June 27—			
Dec. 4, '36.....	1,278,519	140,634	1,509,714
June 29—			
Dec. 6, '35.....	1,330,270	80,285	1,479,187

## RECEIPTS AT CHIEF CENTERS

Week ended December 12, 1936:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 12.....	235,000	551,000	258,000
Previous week.....	268,000	670,000	317,000
1935.....	262,000	643,000	242,000
1934.....	240,000	712,000	235,000
1933.....	188,000	552,000	276,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 12.....	187,000	430,000	173,000
Previous week.....	188,000	511,000	186,000
1935.....	171,000	262,000	151,000
1934.....	178,000	538,000	162,000
1933.....	155,000	500,000	233,000
1932.....	126,000	408,000	195,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 12.....	187,000	430,000	173,000
Previous week.....	188,000	511,000	186,000
1935.....	171,000	262,000	151,000
1934.....	178,000	538,000	162,000
1933.....	155,000	500,000	233,000
1932.....	126,000	408,000	195,000

## LIVESTOCK AT 69 MARKETS

Movement, 69 markets, Nov., 1936:

	Receipts.	Local slaughter.	Shipments.
CATTLE.			
November, 1936.....	1,540,918	852,638	654,567
November, 1935.....	1,459,027	757,070	699,484
November av. 5 yrs. 1932-1936.....	1,322,114	701,329	625,621
CALVES.			
November, 1936.....	635,266	393,855	238,932
November, 1935.....	578,063	383,167	211,111
November av. 5 yrs. 1932-1936.....	539,305	346,893	197,732
HOGS.			
November, 1936.....	3,148,415	2,233,626	900,297
November, 1935.....	1,671,419	1,148,546	525,828
November av. 5 yrs. 1932-1936.....	2,924,683	2,009,358	910,666
SHEEP AND LAMBS.			
November, 1936.....	2,149,136	1,070,913	1,082,902
November, 1935.....	1,732,200	926,893	821,694
November av. 5 yrs. 1932-1936.....	2,128,802	1,079,880	1,067,264

## NEW YORK LIVE STOCK

Receipts week of December 12, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,617	8,977	6,035	22,346
Central Union.....	2,763	1,658	.....	7,666
New York.....	181	2,799	22,131	9,196
Total.....	7,611	13,434	8,768	39,208
Previous week.....	6,456	13,499	27,789	60,893
Two weeks ago.....	10,837	13,026	24,485	53,064

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 28,637 cattle; 5,398 calves, 71,744 hogs and 34,579 sheep.

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 10 centers for the week ended Dec. 12, 1936.

CATTLE.	Week ended Dec. 12	Prev. week.	Cor. 1935.
Chicago.....	36,158	35,003	28,436
Kansas City.....	31,905	28,930	26,480
Omaha.....	21,703	23,192	19,691
East St. Louis.....	21,941	22,703	29,590
St. Joseph.....	6,674	8,000	8,790
St. Paul.....	11,822	10,797	11,990
Wichita.....	5,373	5,663	5,072
Fort Worth.....	8,760	7,294	.....
Philadelphia.....	2,205	2,111	2,105
Indianapolis.....	2,416	2,797	2,248
New York & Jersey City.....	9,592	9,287	8,803
Oklahoma City.....	13,864	15,003	9,245
Cincinnati.....	5,937	4,370	3,610
Denver.....	5,370	6,089	4,908
St. Paul.....	14,068	15,423	12,345
Milwaukee.....	2,265	2,253	4,121
Total.....	198,743	198,924	177,439

\*Cattle and calves.

HOGS.	Week ended Dec. 12	Prev. week.	Cor. 1935.
Chicago.....	143,826	177,804	101,830
Kansas City.....	51,976	62,355	30,940
Omaha.....	47,114	63,220	22,372
East St. Louis.....	92,036	92,045	45,444
St. Joseph.....	19,420	30,029	17,616
St. Paul.....	38,883	34,444	15,710
Wichita.....	5,947	5,660	2,922
Fort Worth.....	9,453	6,881	.....
Philadelphia.....	16,274	17,897	13,538
Indianapolis.....	32,140	27,414	25,123
New York & Jersey City.....	60,469	60,714	40,336
Oklahoma City.....	7,516	8,744	6,715
Cincinnati.....	15,497	19,142	7,688
Denver.....	15,546	21,399	3,376
St. Paul.....	64,587	71,384	40,654
Milwaukee.....	149	147	12,243
Total.....	635,233	698,549	386,687

SHEEP.	Week ended Dec. 12	Prev. week.	Cor. 1935.
Chicago.....	48,487	53,383	32,416
Kansas City.....	20,261	17,672	15,450
Omaha.....	17,774	19,072	15,734
East St. Louis.....	14,639	18,550	14,916
St. Joseph.....	14,522	17,028	17,286
St. Paul.....	19,103	15,164	13,022
Wichita.....	3,847	5,650	1,995
Fort Worth.....	2,969	1,837	.....
Philadelphia.....	5,089	4,396	4,551
Indianapolis.....	2,477	3,260	2,425
New York & Jersey City.....	60,452	70,807	60,195
Oklahoma City.....	2,028	1,742	1,512
Cincinnati.....	947	3,251	2,092
Denver.....	5,629	7,418	4,010
St. Paul.....	24,848	23,126	15,135
Milwaukee.....	211	407	2,090
Total.....	243,231	263,063	202,828

## PACIFIC COAST LIVESTOCK

Receipts during the five days ended December 11, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	6,732	2,090	1,096	2,004
San Francisco.....	1,680	50	1,325	3,125
Portland.....	3,215	300	6,100	1,650

DIRECTS—Los Angeles: Cattle, 62 cars; hogs, 117 cars; sheep, 55 cars. San Francisco: Cattle, 470 head; calves, 50 head; hogs, 2,475 head; sheep, 5,100 head.



## Who said Sausage can't have Personality?

Sure, it can... selling personality! Here's how. Pack that fine, rich, flavorful pork sausage in Bemis Parchment-Lined Bags—made of white, bleached muslin—lined with genuine vegetable parchment, mind you. Close up the end and you have it—goodness and juices safe inside, and your brand beautifully displayed outside—Pork with personality? And how!

## BEMIS Parchment lined BAGS

BEMIS BRO. BAG CO. ST. LOUIS - BROOKLYN

THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 12, 1936, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,394	13,117	8,519
Swift & Co.	3,323	10,909	12,472
Morris & Co.	2,190	4,222	
Wilson & Co.	5,051	3,542	8,051
Anglo-Amer. Prov. Co.	612		
G. H. Hammond Co.	2,877		
Shippers	15,834	21,160	5,524
Others	16,018	36,645	5,318

Brennan Packing Co., 3,777 hogs; Western Packing Co., Inc., 3,595 hogs; Agar Packing Co., 6,530 hogs.  
Total: 51,208 cattle; 7,328 calves; 99,053 hogs; 43,906 sheep.  
Not including 734 cattle, 869 calves, 40,655 hogs and 10,105 sheep bought direct.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,664	793	1,878	4,537
Cudahy Pkg. Co.	3,295	1,401	928	5,265
Morris & Co.	2,524	1,357		2,174
Swift & Co.	3,727	1,623	12,100	4,773
Wilson & Co.	3,307	1,252	1,008	3,218
Indpt. Pkg. Co.			287	
Kornblum Pkg. Co.	1,323			
Others	6,713	824	3,794	394

Total: 24,555 cattle, 7,250 calves, 19,995 hogs, 20,261 sheep.  
Not including 46,070 hogs bought direct.

### OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,995	11,643	3,103	
Cudahy Pkg. Co.	5,728	7,696	4,721	
Dold Pkg. Co.	1,362	7,654		
Morris & Co.	2,248	218	1,174	
Swift & Co.	6,023	6,599	5,814	
Others		23,637		

Eagle Pkg. Co., 62 cattle; Grt. Omaha Pkg. Co., 61 cattle; Geo. Hoffman Pkg. Co., 36 cattle; Lewis Pkg. Co., 508 cattle; Omaha Pkg. Co., 169 cattle; John Roth & Sons, 50 cattle; So. Omaha Pkg. Co., 123 cattle; Lincoln Pkg. Co., 470 cattle; Nagle Pkg. Co., 1 cattle; Wilson Pkg. Co., 268 cattle.  
Total: 21,011 cattle and calves; 57,449 hogs; 12,812 sheep.  
Not including 5,824 hogs and 4,855 sheep bought direct.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,622	3,301	4,852	6,250
Swift & Co.	4,691	2,087	4,619	5,914
Morris & Co.	2,278	409	929	
Hunter Pkg. Co.	2,122	1,108	4,057	914
Hell Pkg. Co.			2,605	
Krey Pkg. Co.			2,199	
Laclede Pkg. Co.			2,274	
Shippers	1,888	5,284	15,735	673
Others	4,178	145	22,771	1,561

Total: 19,779 cattle, 12,334 calves, 59,971 hogs, 15,312 sheep.  
Not including 3,282 cattle, 3,954 calves, 46,415 hogs and 3,160 sheep bought direct.

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	2,188	796	9,572	9,928
Armour and Company	2,817	778	9,112	4,594
Others	1,773	104	2,832	

Total: 6,778 cattle, 1,678 calves, 21,516 hogs, 14,521 sheep.  
Not including 582 hogs bought direct.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,584	364	12,679	7,909
Armour and Co.	3,234	334	13,380	5,571
Swift & Co.	3,196	381	7,750	5,623
Shippers	3,155	116	12,497	753
Others	412	17	74	

Total: 13,581 cattle, 1,212 calves, 46,380 hogs, 19,856 sheep.

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,604	2,384	3,190	969
Wilson & Co.	4,259	2,325	3,238	1,057
Others	250	25	665	

Total: 9,113 cattle, 4,734 calves, 7,093 hogs, 2,026 sheep.  
Not including 17 cattle and 723 hogs bought direct.

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son		21		
E. Kahn's Sons	1,045	181	8,270	238
Lohrey Pkg. Co.	2		263	
H. H. Meyer Pkg. Co.	18		4,218	
J. Schlachter's Son	221	131		76
J. & F. Schroth P. Co.	19		3,094	
J. F. Stegner & Co.	506	179		12
Shippers	342	102	2,274	1,289
Others	1,811	690	581	292

Total: 3,964 cattle, 1,904 calves, 18,700 hogs, 2,188 sheep.  
Not including 665 cattle, 41 calves, 2,128 hogs and 11 sheep bought direct.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,196	1,544	1,669	3,847
Dold Pkg. Co.	1,200	87	1,114	
Wichita D. B. Co.	20			
Dann-Ostertag	124			
Fred W. Dold	113			
Sunflower Pkg. Co.	48		89	
So. West Beef Co.	30			

Total: 3,742 cattle, 1,631 calves, 3,243 hogs, 3,847 sheep.  
Not including 1,804 hogs bought direct.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,393	146	5,261	8,184
Swift & Co.	997	107	7,001	6,034
Cudahy Pkg. Co.	1,290	183	2,369	1,772
Others	1,652	223	1,582	960

Total: 5,302 cattle, 749 calves, 16,213 hogs, 16,980 sheep.

### FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,423	2,917	3,761	1,234
Swift & Co.	3,933	3,511	5,054	1,735
City Pkg. Co.	194	115	205	
Blue Bonnet Pkg. Co.	113	321	391	
H. Rosenthal Pkg. Co.	97	28	42	

Total: 8,760 cattle, 692 calves, 9,453 hogs, 2,969 sheep.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,017	2,806	10,812	9,384
Cudahy Pkg. Co.	1,177	1,206		
Swift & Co.	6,000	4,291		
United Pkg. Co.	2,699	263		
Others	1,931	441	15,182	1,015

Total: 15,989 cattle, 8,917 calves, 34,994 hogs, 10,399 sheep.  
Not including 302 cattle, 125 calves and 2,039 sheep bought direct.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	161	1,913	6	2
Omaha Pkg. Co.	2,341	1,443		2,985
Van Wagenen & S.				
Balt.			702	
Armour and Co., Mil.		1,084		
Armour and Co., Chi.	100			
N. Y. B. D. M. Co.	88			
Independent Pkg. Co., St. Louis			6,739	
R. Gunz & Co.	67	65		23
Van Wagenen & S.			2,929	
Corkran-Hill			354	
Mass.			3,853	
Corkran-Hill, Balt.			803	
Shippers	286		66	
Others	965	1,006	109	254

Total: 4,950 cattle, 6,130 calves, 15,561 hogs, 3,272 sheep.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,083	577	19,958	2,421
Armour and Co.	1,364	151	2,733	
Hilgelmier Bros.	6		1,045	
Stumpf Bros.			112	
Schussler Pkg. Co.	43		161	
Maass Hartman Co.	51			
Ind. Prov. Co.	24		183	
Meier Pkg. Co.	86		198	
Art Wabnitz	6	45		10
Shippers	3,014	1,646	16,148	13,923
Others	868	92	280	53

Total: 7,545 cattle, 2,517 calves, 40,788 hogs, 16,408 sheep.

### RECAPITULATION.

	CATTLE.	Calves.	Hogs.	Sheep.
Chicago	51,208	50,943	39,839	
Kansas City	24,555	22,294	19,421	
Omaha	21,011	22,119	17,807	
East St. Louis	19,779	20,146	21,760	
St. Joseph	6,778	6,728	6,756	
Sioux City	13,581	12,850	13,782	
Oklahoma City	13,964	10,643	6,717	
Ind. Prov. Co.	3,742	4,018	3,360	
Denver	5,302	5,420	5,171	
St. Paul	15,989	17,866	13,480	
Milwaukee	4,950	6,873	5,007	
Indianapolis	7,545	7,864	6,897	
Cincinnati	3,964	4,332	3,305	
Wichita	3,742	7,294		
St. Paul	15,989	17,866	13,480	
Milwaukee	4,950	6,873	5,007	
Indianapolis	7,545	7,864	6,897	
Cincinnati	3,964	4,332	3,305	
Wichita	3,742	7,294		

Total: 200,537 cattle, 199,190 calves, 163,102 hogs, 163,102 sheep.

### HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	99,053	115,112	55,699	
Kansas City	19,995	25,571	14,186	
Omaha	27,449	28,384	31,651	
East St. Louis	50,971	13,840	50,734	
St. Joseph	21,516	21,996	19,617	
Sioux City	46,380	52,627	17,136	
Oklahoma City	7,816	7,466	6,257	
Wichita	3,742	3,854	2,922	
Ind. Prov. Co.	18,213	11,476	7,125	
St. Paul	34,994	77,553	37,000	
Milwaukee	15,561	18,147	12,274	
Indianapolis	40,788	56,078	32,894	
Cincinnati	18,700	21,080	11,182	
Wichita	9,453	6,651		

Total: 451,132 cattle, 499,895 calves, 298,627 hogs, 298,627 sheep.

### SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	43,906	43,767	37,974	
Kansas City	20,261	17,972	15,450	
Omaha	12,812	13,252	13,342	
East St. Louis	15,312	20,078	15,864	
St. Joseph	14,521	17,964	17,567	
Sioux City	19,856	16,009	18,336	
Oklahoma City	2,026	1,742	1,512	
Wichita	3,847	2,355	1,985	
Denver	16,980	26,160	13,307	
St. Paul	10,399	23,598	16,112	
Milwaukee	3,272	5,908	2,342	
Indianapolis	16,408	16,884	11,956	
Cincinnati	2,188	4,053	1,984	
Wichita	2,969	1,837		

Total: 184,737 cattle, 208,241 calves, 159,880 hogs, 159,880 sheep.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 7	15,834	1,497	22,347	8,873
Tues., Dec. 8	12,749	2,002	36,292	10,462
Wed., Dec. 9	14,092	1,488	35,510	12,521
Thurs., Dec. 10	6,865	1,445	33,666	11,200
Fri., Dec. 11	2,221	439	15,757	8,239
Sat., Dec. 12	500	100	5,500	500

Total this week: 52,261 cattle, 6,971 calves, 149,036 hogs, 52,055 sheep.  
Previous week: 49,473 cattle, 8,124 calves, 178,445 hogs, 55,517 sheep.  
Year ago: 40,459 cattle, 7,445 calves, 92,321 hogs, 41,898 sheep.  
\*Two yrs. ago: 58,150 cattle, 12,574 calves, 207,137 hogs, 61,785 sheep.

\*Including 269 government cattle and 74 calves.

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 7	3,197	216	5,958	1,515
Tues., Dec. 8	2,725	319	3,037	360
Wed., Dec. 9	4,151	327	3,361	725
Thurs., Dec. 10	2,882	384	2,500	709
Fri., Dec. 11	1,159	264	5,064	1,149
Sat., Dec. 12	100		800	

Total this week: 14,164 cattle, 1,510 calves, 19,720 hogs, 4,418 sheep.  
Previous week: 18,056 cattle, 2,257 calves, 26,709 hogs, 6,898 sheep.  
Year ago: 12,985 cattle, 1,901 calves, 10,147 hogs, 10,561 sheep.  
Two years ago: 16,466 cattle, 1,961 calves, 19,501 hogs, 15,627 sheep.

Total receipts for December and year to date:

	December.	Year.
Cattle	1936. 80,246	1935. 84,300
Calves	12,598	16,454
Hogs	285,598	186,343
Sheep	86,741	85,367

1936. 1,882,331 1935. 1,882,331

1936. 439,467 1935. 439,467

1936. 2,465,738 1935. 2,465,738

1936. 2,813,295 19

# CANADIAN LIVESTOCK PRICES

## BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Dec. 10.	Last week.	Same week 1935.
Toronto	\$ 6.35	\$ 6.50	\$ 6.50
Montreal	7.50	6.25	6.25
Winnipeg	6.00	6.00	5.50
Calgary	5.75	5.50	5.00
Edmonton	6.00	5.00	5.00
Prince Albert	3.75	3.75	3.75
Moose Jaw	4.50	4.35	4.00
Saskatoon	4.00	4.00	4.50

## VEAL CALVES.

Toronto	\$10.50	\$10.50	\$10.75
Montreal	10.00	9.00	9.00
Winnipeg	8.00	7.50	7.50
Calgary	6.00	5.00	4.50
Edmonton	5.00	5.00	4.50
Prince Albert	5.00	3.75	---
Moose Jaw	5.00	5.00	5.00
Saskatoon	6.00	6.00	6.00

## BACON HOGS.

Toronto	\$ 8.10	\$ 7.85	\$ 8.25
Montreal (1)	8.10	8.00	8.35
Winnipeg (1)	7.35	7.00	7.50
Calgary	7.10	6.95	7.35
Edmonton	7.10	6.90	7.25
Prince Albert	7.10	6.75	7.20
Moose Jaw	7.10	6.75	7.25
Saskatoon	7.10	6.75	7.10

(1) Montreal and Winnipeg hogs sold on "fed and watered" basis. All others "off trucks."

## GOOD LAMBS.

Toronto	\$10.50	\$ 8.40	\$11.25
Montreal	8.50	7.75	8.00
Winnipeg	8.00	7.50	7.50
Calgary	6.75	6.50	7.00
Edmonton	7.25	7.00	7.00
Prince Albert	6.50	6.25	5.50
Moose Jaw	6.50	6.50	6.00
Saskatoon	6.00	6.50	6.75

## MORE AND EARLIER LAMBS

Number of lambs on feed for market on December 1 was probably somewhat larger than on the same date last year, according to the U. S. Bureau of Agricultural Economics. Increased numbers are reported in nearly all Western states, except Colorado and Texas. Some of these states had record numbers on feed, and these increases apparently offset decreases in the Corn Belt and Colorado.

Relative distribution of lambs on feed among areas this year is different from that in most years, with a much larger than usual proportion located in states which usually market before February 1, and a small proportion in the late marketing areas of Colorado and Western Nebraska. This distribution is likely to be reflected in the movement of slaughter supplies during the next few months.

# MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

## WESTERN DRESSED MEATS

	NEW YORK	PHILA.	BOSTON
<b>STEERS, carcass</b>			
Week ending Dec. 12, 1936	7,581	2,930	2,422
Week previous	8,374	2,558	2,325
Same week year ago	9,107	2,421	2,290
<b>COWS, carcass</b>			
Week ending Dec. 12, 1936	2,012½	2,227	2,400
Week previous	1,895	1,646	2,068
Same week year ago	2,303	1,874	2,162
<b>BULLS, carcass</b>			
Week ending Dec. 12, 1936	186	487	28
Week previous	413	539	11
Same week year ago	306½	558	18
<b>VEAL, carcass</b>			
Week ending Dec. 12, 1936	12,557	2,153	775
Week previous	12,537	1,871	522
Same week year ago	12,193	2,365	668
<b>LAMB, carcass</b>			
Week ending Dec. 12, 1936	56,310	21,936	15,821
Week previous	57,017	18,975	14,388
Same week year ago	35,534	11,104	16,612
<b>MUTTON, carcass</b>			
Week ending Dec. 12, 1936	4,243	1,018	961
Week previous	3,888	1,020	963
Same week year ago	6,253	1,925	987
<b>PORK CUTS, lbs.</b>			
Week ending Dec. 12, 1936	2,088,066	588,568	397,056
Week previous	1,838,348	628,537	306,696
Same week year ago	1,912,268	554,028	443,839
<b>BEEF CUTS, lbs.</b>			
Week ending Dec. 12, 1936	539,316	---	---
Week previous	467,170	---	---
Same week year ago	390,391	---	---

## LOCAL SLAUGHTERS

<b>CATTLE, head</b>	Week ending Dec. 12, 1936	9,592	2,205
	Week previous	9,287	2,111
	Same week year ago	8,803	2,105
<b>CALVES, head</b>	Week ending Dec. 12, 1936	16,027	2,358
	Week previous	13,498	2,408
	Same week year ago	14,800	2,454
<b>HOGS, head</b>	Week ending Dec. 12, 1936	60,554	16,274
	Week previous	58,282	17,897
	Same week year ago	40,336	18,538
<b>SHEEP, head</b>	Week ending Dec. 12, 1936	60,452	5,039
	Week previous	70,807	4,896
	Same week year ago	60,195	4,551

## LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during November, 1936:

	Average prices live animals per 100 lbs. Chicago.			Average wholesale prices of carcasses per 100 lbs. New York.			Composite retail price in cents per lb. New York.		
	Nov., 1936.	Oct., 1936.	Nov., 1935.	Nov., 1936.	Oct., 1936.	Nov., 1935.	Nov., 1936.	Oct., 1936.	Nov., 1935.
<b>Steers—</b>									
Choice	\$11.12	\$ 9.88	\$12.71	\$16.85	\$15.32	\$17.21	\$33.00	\$32.53	\$34.67
Good	9.95	9.28	10.64	15.00	14.12	15.05	28.62	28.35	30.22
Medium	8.44	8.14	8.20	12.48	12.25	11.97	23.20	22.34	22.80
<b>Lambs—</b>									
Choice	9.08	8.88	10.48	15.95	16.71	18.22	27.99	28.92	29.09
Good	8.72	8.49	10.04	15.05	15.92	17.46	23.98	25.19	24.49
Medium	7.78	7.60	9.39	14.21	14.99	16.47	20.83	21.83	21.12
<b>Hogs—</b>									
Good	9.56	9.93	9.51	20.04	20.90	23.71	25.68	26.54	30.16

## LIVE STOCK BUYER...

HOGS a Specialty

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ALL IMPORTANT  
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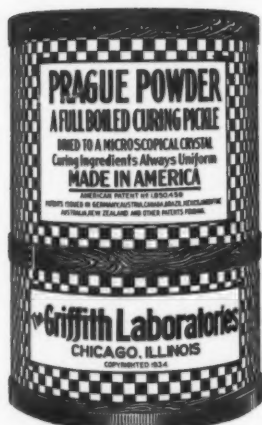
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Montgomery, Ala.



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## An Approved Curing Salt

The Nitrates are in the center of the small salt crystal just like the kernel is in the center of the nut.

## THE SAFE, FAST CURE

We call your attention to this "Perfect Cure"—"A Rich, Ripe Flavor" in a "Short Time Cure." A 3 to 5 Day Cure.

## Use Prague Powder

for a Sweeter Ham Cure. A "Flavorful" Ham for Baking, Boiling and Slicing.



This is an Artery Pumped Ham 3 to 5 Day Cure

Use Prague Powder for  
All Sausage Cures



Ask the Griffith salesman for "Sterilized" Pure Spices. Sausage seasonings are important. Ask for "Sterilized Spices."

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Best Wishes for

*A Merry Christmas*

AND

*A Happy New Year*

## BERTH. LEVI & Co., INC.

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BUENOS AIRES

CHICAGO  
HAMBURG

LONDON  
WELLINGTON

## THE CASING HOUSE

Our 54th Year



## Up and Down the



# MEAT TRAIL

### Meat Packing 40 Years Ago

(From The National Provisioner, Dec. 19, 1896.)

Prices were low as the year 1896 came to a close, with dressed hogs at New York quoted at 4½¢, good to choice dressed lambs 8@9¢, good to choice veal 9½@11¢ and choice native dressed beef 7@7½¢. Fancy quality dressed turkeys were quoted at 12½@13½¢. Smoked hams, 10 lb. average, were quoted at 10@10½¢, boneless smoked bacon at 7½@8½¢ and California hams at 6@6½¢.

Canned meat exported from the United States during the first nine months of 1896 totaled 43,213,893 lbs., compared with 38,982,233 lbs. for the corresponding period of 1895. The United Kingdom took the bulk of this export, although France accounted for about three and one-half million pounds more than in the previous year.

Armour Packing Co., Kansas City, installed a new steam plant equipped with 1,000 h.p. boilers. The company recently distributed \$1,000 in prizes among engineers, firemen and ash wheelers for special care in fuel savings and preservation of machinery.

Brittain & Co., Marshalltown, Ia., killed 96,000 hogs during the last fiscal year.

Cudahy Packing Co. erected a refrigerated branch house at McKeesport, Pa.

Pendleton Pork Packing Co., Pendleton, Ore., was formed with Mat. Mosgrove as manager.

### Meat Packing 25 Years Ago

(From The National Provisioner, Dec. 23, 1911.)

United Dressed Beef Co., New York, displayed 500 cattle carcasses from steers bought at the International Live Stock Show. Sixty of them were dressed hog style. Swift & Company's East Side small stock slaughter-house Christmas display showed 500 hog dressed lambs, 250 dressed lambs, 50 Christmas sheep and 25 calves. In addition there were displays of prime cuts of beef, smoked meats and cooked hams. New York Butchers Dressed Meat Co. displayed 189 cattle bought at the Chicago show. Superintendent Allan McKenzie received many compliments on his display.

Dressed hogs at New York were quoted at 8½@8½¢, choice lambs at 10½@12¢, prime city dressed veal 14@15½¢ and choice native beef at 10@11½¢ for light and 11½@12½¢ for heavy. Fancy dressed turkeys were quoted at

19¢. Smoked hams, 10 lbs. average, were 13½¢, boneless smoked bacon 13½¢ and smoked picnics were quoted at 10@10½¢.

Federal meat inspection service issued regulations on cleaning hog stomachs, on curing meat by electricity and on inspecting tank cars.

Interstate Commerce Commission entered an order on December 16, again suspending the proposed increase in freight rates on packinghouse products.

Monarch Casingless Sausage Co., Woodbury, N. J., was incorporated with a capital stock of \$100,000 by J. L. Boyle, J. O. Kneisler and others.

Harris Abattoir Co. applied for permit to erect an abattoir at Hamilton, Ont.

killed last week-end when his automobile skidded on a patch of ice and smashed into a tree. The accident took place near Wheaton, Ill. Mr. Keefer was a member of the commission firm of Doud & Keefer.

Fire at the Union Stock Yards on December 12 destroyed a large part of sheephouse No. 1, a 2-story frame structure more than a block long, numerous cattle and sheep pens and the sheep buying offices of Armour and Company and Swift & Company. The fire was confined in an area bounded by an extension of Laurel st., Racine ave., Exchange ave., and 43d st. The 6-story main office building of Armour at 4300 Racine ave., and a smaller accounting building nearby, were kept flooded and escaped destruction.

### Chicago News of Today

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a visitor in Chicago during the week.

G. L. Childress, general manager, Houston Packing Co., Houston, Tex., was a recent visitor in Chicago.

A. L. Murphy, general manager, Swift & Co., refinery department, Atlanta, Ga., was a recent visitor to Chicago.

O. J. Eastman, vice president, Wichita Desiccating Co., Wichita, Kans., was in Chicago last week in connection with the national meeting of renderers.

Dr. A. S. True, head of the research laboratories of the American Soya Products Corp., as well as the famous Mead-Johnson laboratories, Evansville, Ind., was in Chicago this week.

Edward F. Keefer, 65, a well-known livestock commission merchant, was

### New York News Notes

President R. H. Cabell and secretary E. L. Lalumier, Armour and Company, Chicago, were in New York last week.

Joseph H. Heineman, manager, New York packinghouse products division, Geo. A. Hormel & Co., spent several days at the company's headquarters at Austin, Minn., during the past week.

Ben T. Gaines, sales manager, and Otto J. Klein, beef department, Columbus Packing Co., Columbus, O., were in New York last week and visited with

### CHRISTMAS BEEF BACK AGAIN

Holiday beef display of United Dressed Beef Co., New York City, was viewed by 3,500 visitors this week. There was also an elaborate lamb and veal display. (See page 47 for description.)



# GUARANTEE OF QUALITY



The name "STANGE" or the trademark "Peacock Brand" is your guarantee of perfect satisfaction in meat packer and sausage manufacturers' specialties. Made according to tried and tested formulas, these products offer advantages that no other product can equal. To give your *sausage and specialties* a guarantee of quality, use these *products* with a guarantee of quality.

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Spices — Individual  
or blended  
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Broken, rutted floors one day.



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CLEVE-O-CEMENT is unlike any other floor patching material you have ever used. Bonds perfectly to ordinary cement at only one inch depth. Dries hard as flint overnight. Stronger in 24 hours than ordinary cement in 28 days. Water-proof, acid resisting, unaffected by freezing temperatures.

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BAGS and TUBING for  
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Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

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Floating  
**PANEL**

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MANY  
SUPERIOR  
HILL  
FEATURES

Allows free expansion and contraction  
—prevents warping and cracking.

Send for Complete Catalog

C. V. HILL & CO., Inc., TRENTON, N. J.

the company's representative, Henry Strauss.

His many friends at the New York plant of Wilson & Co. were deeply grieved to learn of the passing of Vincent Sainz on December 12 at the Manhattan General Hospital, following an operation to relieve a lung congestion. Mr. Sainz had been with Wilson & Co. for sixteen years, serving in various capacities until 1935, when ill health forced him to become inactive. He is survived by his widow and three small children.

As the oldest living member on Swift & Company's pension roll of 3,065, and a former employe of the United Dressed Beef Co., Charles H. Benedict celebrated his 102nd birthday on December 12. He discussed with his visitors the recent election, current topics and events, and seemed alert to all of the various happenings in the world of today. He continues to enjoy his pipe, the radio and the daily newspapers and magazines. Mr. Benedict was retired in 1917, after having worked continuously from the time of his early entrance into business. He was born on the Bowery in New York City on December 12, 1834, and has been spending the twilight years of his life at his home in Columbiaville, N. Y., where he is frequently visited by his former associates and his old friends in the trade.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended December 12, 1936, were as follows: Meat—Manhattan, 768 lbs.; Queens, 6 lbs.; Total, 774 lbs. Poultry—Brooklyn, 140 lbs.; Manhattan, 509 lbs.; Total for all products, 649 lbs.



#### REMINDING THE CUSTOMER

When Phil Hantover, famous Independent Casing Co. missionary, plans a trip he sends cards like this in advance, tying up in the customer's mind the product and the salesman. The blank space is for Phil's message, with date of arrival.

### Countrywide News Notes

A fire at Shore's Abattoir, near Savannah, Ga., resulted in damage estimated at \$40,000. The main refrigerated section was destroyed.

First holiday greeting comes to THE NATIONAL PROVISIONER from Harry K. Lax, general manager, F. C. Rogers, Inc., Philadelphia, leading Eastern packinghouse brokers.

Parker-Webb Co., Detroit, Mich., a division of Hygrade Food Products Corp., recently purchased the grand champion steer at the Michigan Live Stock Show, paying \$1.15 a pound for the 860-lb. Aberdeen Angus. Miss Louise Porter, the 4-H raiser, will use the proceeds for college education.

Wilson & Co. has occupied its new branch house at 20 Huling Ave., Memphis, Tenn. Branch personnel has been increased and two new trucks added. Part of Tennessee, Mississippi and Arkansas will be served from Memphis. C. D. Lisenba is manager.

John Floss has been appointed general superintendent of the Armour plant at Huron, So. Dak. He started his packinghouse career in 1928 at the company's Sioux City plant, where he held several supervisory positions. He was later transferred to Huron as general plant foreman.

Axel Olson, who holds the Swift & Company safe driving record for the Pacific Coast, having driven for 28 years without an accident, took the first truck load of the firm's product over the new San Francisco Bay bridge.

T. L. Allen, Southern territorial sales manager for the Wm. J. Stange Co., and T. B. Walthald, superintendent of the City Packing Co., Ft. Worth, Tex., have been making a 10-day vacation cruise in the Gulf of Mexico and the Caribbean Sea. Letters and post cards have been received from them from Havana, Cuba, and Colon, Panama. They report an interesting and enjoyable trip.

John M. Snyder, president and general manager, C. A. Durr Packing Co., Utica, N. Y., announced his resignation last week, after an association with the company of more than 15 years. In announcing his resignation he expressed his thanks to employees, customers and friends for the loyal support and cooperation which made possible the success of the company under his direction. His plans for the future are as yet undecided; meanwhile he will enjoy a much-needed rest at his home at 1113 Parkway East, Utica.

### CHRISTMAS MEAT SHOW

Christmas meat displays were revived in their old-time glory in New York City this week with the annual Christmas display on December 13 of the United Dressed Beef Co., Harrington division, New York Veal & Mutton division and Aron division at the First avenue plants. More than 3,500 visitors attended.

For the first time in a decade prize livestock was exhibited on First Avenue. On the main floor in the Harrington building there was an exhibition of prize winning lambs of the Shropshire, Cheviot and Southdown breeds which were bought at the International show at Chicago and at the Buffalo show. In the coolers were dressed carcasses of prize steers and lambs from the International, together with tables containing various cuts of beef and lamb. There was also an exhibition of prime veal.

During the day a buffet luncheon was served. Pres. Walter Blumenthal, of the United Dressed Beef Company was on hand to greet his many friends of the trade, as were various heads of departments. Beef exhibit was in charge of E. J. Stern and Benj. Strauss, lamb display in charge of W. J. Wilson, D. J. Harrington and Benj. Friedberg. Customers of the veal department were greeted by Nathan Greenspan of the Harrington Division and Timothy Frawley of the New York Veal & Mutton Co. division. Division superintendent M. J. Gorey and his staff had charge of arrangements, decorations and handling of visitors.

### YOUNG LEADER PASSES

Richard Charles Dold, secretary of Fred Dold & Sons Packing Co., Wichita, Kas., died of pneumonia at his home



in Wichita after a brief illness on December 5. He was but 30 years of age, but gave promise of becoming a leader both in industry and civic affairs. The high regard in which he was held was indicated by the outpouring of citizens at the funeral services, and expressed in a tribute paid to him in a statement by ex-governor Henry J. Allen in which he said: "He was recognized as a rare youth, whose future held great promise. Probably no young man in the city possessed so large a circle of friends among both young and old. He had a remarkable maturity of understanding, a sweetness of disposition, and a sureness of temperament that made him trusted. No one ever doubted how he was going to turn out, as boy or man. His untimely passing robs the community of a life that was ripened into a broad usefulness."

Born in Wichita, Richard Dold was educated at Dartmouth and Lehigh, and worked in the livestock department of the Jacob Dold Packing Co. at Wichita, of which his father, Fred Dold, was local head. Later Fred Dold and his two sons, Richard and Fred, jr., established the Fred Dold company, which was a success from the start. Recently Richard had been in charge of the sales department. He was active in many organizations, and would have made his name both in meat packing and civic circles.



## MEAT CONTROL PROGRAM

(Continued from page 18.)

the 2,814 samples found at fault, objections included excessive added water in sausage, excessive fat in pork sausage, improper application of artificial color to casings, and failure to declare added substances permitted to be used under declaration.

### Labels

During the year 21,037 labels and other markings for meat and meat food products were approved and 3,587 were disapproved, principally because of the inclusion of statements or designs which were misleading.

### Plant Design and Layout

Several hundred sets of drawings and specifications of proposed meat packing buildings, remodeling of buildings and installations of layouts of equipment and facilities for conducting meat inspection were examined by a board composed of bureau staff members.

Many other phases of the work of the Bureau, of direct as well as indirect aid and assistance to the meat industry

through the promotion of better livestock production, maintenance of health of animals, elimination of animals unfit for food, and research and regulatory work, are reported on in some detail in this 60-page report.

	Concerns	Average net worth <sup>1</sup>	Net sales	Net gain
	Number.	Dollars.	Dollars.	Dollars.
Federally inspected slaughterers.....	201	645,845,411	2,540,814,324	33,874,278
Nonfederally inspected slaughterers.....	413	51,506,544	244,124,290	3,501,537
Nonslaughterers <sup>2</sup> .....	231	155,186,985	305,331,071	12,008,308
<b>Total .....</b>	<b>845</b>	<b>852,538,940</b>	<b>3,090,269,695</b>	<b>49,383,920</b>

<sup>1</sup>These figures represent the numerical average of the total net worth of reporting concerns at the beginning and end of their fiscal years.

<sup>2</sup>This group includes concerns which also handle commodities other than meat food products.

Following is comparison of operations of packers subject to the packers and stockyards act, during the years 1931 to 1935, inclusive:

Item	1931 (927 concerns)	1932 (868 concerns)	1933 (871 concerns)	1934 (851 concerns)	1935 (845 concerns)
Average net worth <sup>1</sup> .....	\$1,057,166,076	\$ 941,046,982	\$ 921,602,012	\$ 882,571,885	\$ 852,538,940
Total income .....	3,070,743,390	2,204,146,322	2,096,484,225	2,556,583,329	3,103,710,410
Total expenses .....	3,083,939,372	2,212,033,156	2,062,288,906	2,517,304,623	3,064,326,490
Net gain or loss .....	-13,195,982	-7,886,834	+34,195,319	+39,278,708	+49,383,920
Percentage of gain or loss to net worth .....	-1.25	-0.84	+3.71	+4.45	+5.70

<sup>1</sup>These figures represent the average of the total net worth of all reporting concerns at the beginning and end of their fiscal years.

## NOVEMBER FRESH MEAT PRICES

### CHICAGO

Wholesale fresh meat prices for November, 1936, with comparisons:

	Nov., 1936.	Oct., 1936.	Nov., 1935.
<b>BEEF.</b>			
Steer:			
300-500 lbs., Choice .....	\$16.89	\$15.82	\$16.69
Good .....	14.88	13.31	14.42
Medium .....	11.24	11.05	11.30
Common .....	8.75	8.96	9.19
500-600 lbs., Prime .....	17.40	.....	.....
Choice .....	16.39	15.35	16.69
Good .....	14.42	13.70	14.42
Medium .....	11.24	11.00	11.30
Common .....	8.75	8.96	9.19
600-700 lbs., Prime .....	16.90	.....	.....
Choice .....	15.89	14.50	16.69
Good .....	13.94	13.19	14.56
Medium .....	11.25	11.34	12.00
700 lbs. up, Prime .....	15.24	13.95	16.94
Choice .....	13.61	12.90	14.75
Good .....	9.50	9.60	9.78
Medium .....	8.75	8.80	8.96
Common .....	8.25	8.25	8.40
Cow:			
Good .....	9.50	9.60	9.78
Medium .....	8.75	8.80	8.96
Common .....	8.25	8.25	8.40

### VEAL AND CALF CARCASSES.

Veal: <sup>1</sup>	Choice .....	13.72	14.50	15.22
	Good .....	12.72	13.50	14.22
	Medium .....	11.36	12.00	13.22
	Common .....	9.75	10.16	12.21
Calf: <sup>1</sup>	Good .....	10.00	10.51	12.25
	Medium .....	9.14	9.46	11.00
	Common .....	8.52	8.64	9.98

<sup>1</sup>Skin on.

### LAMB AND MUTTON.

Lamb:			
38 lbs. down, Choice .....	14.70	15.30	17.25
Good .....	13.72	14.66	16.40
Medium .....	12.74	13.82	15.50
Common .....	11.74	12.72	14.70
39-45 lbs., Choice .....	14.42	15.18	17.25
Good .....	13.54	14.54	16.40
Medium .....	12.52	13.70	15.50
Common .....	11.52	12.70	14.70
46-55 lbs., Choice .....	13.72	14.21	16.39
Good .....	13.22	13.80	15.74
Mutton (ewe) 70 lbs. down: Good .....	7.42	8.36	9.22
Medium .....	6.18	7.25	8.22
Common .....	5.84	6.25	7.22

### FRESH PORK.

Hams, 10-14 lbs. av. ....	18.44	18.21	19.21
Loins, 8-10 lbs. av. ....	17.26	19.65	21.55
10-12 lbs. av. ....	17.26	19.40	21.43
12-15 lbs. av. ....	16.81	18.42	20.20
16-22 lbs. av. ....	15.76	16.58	18.46
Shoulders, N. Y. style, skinned, 8-12 lbs. av. ....	14.28	15.45	16.02
Picnics, 6-8 lbs. av. ....	.....	.....	.....
Butts, Boston style, 4-8 lbs. av. ....	16.38	18.12	18.09
Spareribs, half sheet. ....	12.96	13.70	16.29

### NEW YORK

Wholesale fresh meat prices for November, 1936, with comparisons:

	Nov., 1936.	Oct., 1936.	Nov., 1935.
<b>BEEF.</b>			
Steer:			
300-500 lbs., Choice .....	.....	.....	\$16.86
Good .....	.....	.....	14.91
Medium .....	.....	\$12.01	11.96
Common .....	10.51	10.32	9.95
500-600 lbs., Prime .....	18.55	16.68	.....
Choice .....	17.55	15.78	17.04
Good .....	15.44	14.31	14.96
Medium .....	12.48	12.25	11.97
Common .....	10.51	10.62	9.95
600-700 lbs., Prime .....	17.98	16.05	.....
Choice .....	16.85	15.32	17.21
Good .....	15.00	14.12	15.05
Medium .....	12.46	12.25	12.35
700 lbs. up, Prime .....	17.40	15.65	.....
Choice .....	16.32	14.95	17.40
Good .....	14.64	13.88	15.19
Medium .....	10.46	10.72	10.88
Cow: Good .....	9.34	9.72	9.80
Medium .....	8.46	8.70	8.90
Common .....	8.46	8.70	8.90

### VEAL AND CALF CARCASSES.

Veal: <sup>1</sup>	Choice .....	15.98	16.85	17.20
	Good .....	14.14	15.16	15.42
	Medium .....	12.16	12.89	13.42
	Common .....	10.55	10.96	11.71
Calf: <sup>1</sup>	Good .....	11.30	11.19	13.62
	Medium .....	10.22	9.94	11.51
	Common .....	9.19	8.82	9.98

<sup>1</sup>Skin on.

### LAMB AND MUTTON.

Lamb:			
38 lbs. down, Choice .....	15.95	16.71	18.22
Good .....	15.05	15.92	17.46
Medium .....	14.21	14.99	16.47
Common .....	13.21	13.98	15.67
39-45 lbs., Choice .....	15.22	16.22	18.16
Good .....	14.48	15.41	17.44
Medium .....	13.70	14.51	16.47
Common .....	12.70	13.57	15.67
46-55 lbs., Choice .....	14.45	15.51	17.58
Good .....	13.56	14.75	16.79
Mutton (ewe) 70 lbs. down: Good .....	7.46	9.18	9.44
Medium .....	6.45	7.70	8.22
Common .....	5.44	6.45	7.08

### FRESH PORK.

Hams, 10-14 lbs. av. ....	19.10	19.92	21.56
Loins, 8-10 lbs. av. ....	17.98	20.34	23.04
10-12 lbs. av. ....	17.88	20.24	22.86
12-15 lbs. av. ....	17.21	19.18	21.46
16-22 lbs. av. ....	16.32	17.60	19.63
Shoulders, N. Y. style, skinned, 8-12 lbs. av. ....	15.68	16.96	18.15
Picnics, 6-8 lbs. av. ....	.....	.....	.....
Butts, Boston style, 4-8 lbs. av. ....	17.67	19.06	19.86
Spareribs, half sheet. ....	14.25	14.50	16.62

## Packer Operations

Financial results of operations during 1935 for 845 packers subject to the packers and stockyards act were reported as follows:

	Concerns	Average net worth <sup>1</sup>	Net sales	Net gain
	Number.	Dollars.	Dollars.	Dollars.
Federally inspected slaughterers.....	201	645,845,411	2,540,814,324	33,874,278
Nonfederally inspected slaughterers.....	413	51,506,544	244,124,290	3,501,537
Nonslaughterers <sup>2</sup> .....	231	155,186,985	305,331,071	12,008,308
<b>Total .....</b>	<b>845</b>	<b>852,538,940</b>	<b>3,090,269,695</b>	<b>49,383,920</b>

<sup>1</sup>These figures represent the numerical average of the total net worth of reporting concerns at the beginning and end of their fiscal years.

<sup>2</sup>This group includes concerns which also handle commodities other than meat food products.

Following is comparison of operations of packers subject to the packers and stockyards act, during the years 1931 to 1935, inclusive:

Item	1931 (927 concerns)	1932 (868 concerns)	1933 (871 concerns)	1934 (851 concerns)	1935 (845 concerns)
Average net worth <sup>1</sup> .....	\$1,057,166,076	\$ 941,046,982	\$ 921,602,012	\$ 882,571,885	\$ 852,538,940
Total income .....	3,070,743,390	2,204,146,322	2,096,484,225	2,556,583,329	3,103,710,410
Total expenses .....	3,083,939,372	2,212,033,156	2,062,288,906	2,517,304,623	3,064,326,490
Net gain or loss .....	-13,195,982	-7,886,834	+34,195,319	+39,278,708	+49,383,920
Percentage of gain or loss to net worth .....	-1.25	-0.84	+3.71	+4.45	+5.70

<sup>1</sup>These figures represent the average of the total net worth of all reporting concerns at the beginning and end of their fiscal years.

## Stockyard Control

At the close of the fiscal year the number of stockyards posted under the packers and stockyards act totaled 124. This compares with 107 a year earlier, 20 being added during the year and 3 released.

## OCT. MEAT CONSUMPTION

Federally-inspected meats available for consumption in October, 1936:

	Total Consumption, lbs.	Per capita, lbs.
<b>BEEF AND VEAL.</b>		
October, 1936 .....	581,000,000	4.52
October, 1935 .....	547,000,000	4.28
<b>PORK (INC. LARD).</b>		
October, 1936 .....	552,000,000	4.29
October, 1935 .....	398,000,000	3.12
<b>LAMB AND MUTTON.</b>		
October, 1936 .....	65,000,000	.51
October, 1935 .....	60,000,000	.54
<b>TOTAL.</b>		
October, 1936 .....	1,199,000,000	9.32
October, 1935 .....	1,015,000,000	7.94

## OCTOBER CATTLE IMPORTS

Cattle shipped into the United States during October, and for the year, other than those for breeding, were as follows:

	Oct., 1936.	Jan.-Oct., 1936.	Jan.-Oct., 1935.
From Canada:	1936.	1936.	1935.
Over 700 lbs. ....	3,143	140,473	59,000
175-700 lbs. ....	6,129	29,213	48,616
Under 175 lbs. ....	849	53,115	.....
From Mexico:			
Over 700 lbs. ....	178	21,445	5,896
175-700 lbs. ....	9,630	127,643	186,400
Under 175 lbs. ....	.....	1,608	.....
Other countries:			
Over 700 lbs. ....	19	119	15
175-700 lbs. ....	79	686	.....
Under 175 lbs. ....	.....	1	14
<b>Total .....</b>	<b>20,027</b>	<b>374,303</b>	<b>300,081</b>



## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all-grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.				CHICAGO.			
	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.	Nov. 30, 1933.
<b>Beef:</b>								
Porterhouse steak.....	45	46	37	41	41	36		
Sirloin steak.....	40	40	32	36	36	30		
Round steak <sup>1</sup> .....	36	37	30	33	31	25		
Rib roast, 1st 6 cuts.....	31	33	27	29	29	23		
Chuck roast.....	24	26	19	23	24	17		
Plate beef.....	14	17	10	14	15	10		
<b>Lamb:</b>								
Legs.....	26	28	22	25	26	21		
Loins.....	38	40	31	37	38	31		
Rib chops.....	32	33	26	34	34	27		
Stewing.....	13	12	10	15	15	11		
<b>Pork:</b>								
Chops, center cuts.....	32	37	25	30	35	23		
Bacon, strips.....	37	41	31	35	40	28		
Bacon, sliced.....	41	46	36	41	46	34		
Hams, whole.....	31	34	23	29	30	23		
Picnics, smoked.....	22	25	14	21	24	15		
Lard.....	18	22	10	15	19	14		
<b>Veal:</b>								
Cutlets.....	42	44	37	39	37	29		
Loins.....	36	36	29	33	33	24		
Rib chops.....	31	32	25	29	29	21		
Stewing (breast).....	16	17	12	15	16	10		

<sup>1</sup>Top round at New York.

## NEWS OF THE RETAILERS

Edgar McBride has engaged in meat business at 3229 No. Williams st., Portland, Ore.

George Rauh has sold Community Market, 1306 South 56th st., Tacoma, Wash., to R. L. Hodgert.

John Barrett, Cedar Falls, Ia., bought meat department of Frank's Store.

B. Vandenburg, Park City, Mont., meat dealer, sold out to Fred Beslanowitch.

J. J. Quaschnick, Mound City, S. Dak., meat dealer, sold out to Christ Weiszhaar.

Jas. M. Hermes opened meat market at 2602 Johnson Street, north east; P. J. Kuehn opened meat market at 727-10th st.; and J. Lindgren, opened meat market at 3302 Chicago Ave., Minneapolis, Minn.

R. H. Smock will open meat business at 2639 Wisconsin ave. and A. Glusman will open meat market at 902 W. Walnut st., Milwaukee, Wis.

J. D. Cutlip opened new meat store in Western Springs, W. Va.

City Meat Market, Darlington, Wis., has changed hands, Mr. Christ Huck of Mayville, Wis., becoming new owner.

Donald Burns, is new manager at Buehler Market, Michigan City, Ind.

## AMONG NEW YORK RETAILERS

South Brooklyn Branch elected the following officers this week: John Hanna, president; Steve Kittel, first vice president; M. Hanson, second vice president; John Landshut, recording secretary; Max Strahl, financial secretary; William Ebert, treasurer; Ed Lees, warden; John Harrison, business manager.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on December 17, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS, 800-500 lbs.<sup>1</sup>:</b>				
Choice.....	\$16.50@18.00			
Good.....	13.00@16.50			
Medium.....	10.00@13.00		\$10.50@13.00	
Common (plain).....	8.50@10.00		9.50@10.50	
<b>STEERS, 500-600 lbs.:</b>				
Prime.....	17.00@18.00		17.50@18.50	
Choice.....	16.00@17.00		16.50@17.50	
Good.....	13.00@16.00		13.00@16.50	
Medium.....	10.00@13.00		10.50@13.00	\$11.00@14.00
Common (plain).....	8.50@10.00		9.50@10.50	10.00@11.00
<b>STEERS, 600-700 lbs.:</b>				
Prime.....	16.50@17.50		17.00@18.00	17.50@18.50
Choice.....	15.00@16.50		15.50@17.00	15.50@17.50
Good.....	13.00@15.00		13.00@15.50	14.00@15.50
Medium.....	10.00@13.00	\$11.50@13.50	11.00@13.00	11.00@14.00
<b>STEERS, 700 lbs. up:</b>				
Prime.....	15.50@17.00	16.00@17.00	16.50@17.50	16.50@17.50
Choice.....	14.50@16.00	15.00@16.00	15.00@16.50	15.00@16.50
Good.....	13.00@14.50	13.50@15.00	13.00@15.00	14.00@15.00
<b>COWS:</b>				
Good.....	9.00@10.50	10.50@11.00	10.00@11.00	9.50@10.00
Medium.....	8.50@ 9.00	9.50@10.50	8.50@10.00	9.00@ 9.50
Common (plain).....	8.00@ 8.50	9.00@ 9.50	8.00@ 8.50	8.00@ 9.00
<b>Fresh Veal:</b>				
<b>VEAL:</b>				
Choice.....	15.00@16.00	15.50@17.50	16.50@17.50	16.00@17.00
Good.....	14.00@15.00	14.00@15.50	14.00@16.50	15.00@16.00
Medium.....	12.00@14.00	12.50@14.00	12.50@14.00	13.00@15.00
Common (plain).....	11.00@12.00	11.00@12.50	11.00@12.50	12.00@13.00
<b>CALF:</b>				
Good.....	11.00@12.00	12.00@13.00	12.00@13.00	12.00@13.00
Medium.....	10.00@11.00	10.50@12.00	11.00@12.00	11.00@12.00
Common (plain).....	9.00@10.00	9.50@10.50	10.00@11.00	9.00@11.50
<b>Fresh Lamb and Mutton:</b>				
<b>LAMBS, 38 lbs. down:</b>				
Choice.....	13.00@14.00	14.00@15.00	13.00@14.00	13.00@14.00
Good.....	12.00@13.00	13.00@14.00	12.00@13.00	12.00@13.00
Medium.....	11.00@12.00	12.00@13.00	11.00@12.00	11.00@12.00
Common (plain).....	10.00@11.00	11.00@12.00	10.00@11.00	10.00@11.00
<b>LAMBS, 39-45 lbs.:</b>				
Choice.....	13.00@14.00	13.50@14.50	12.50@13.50	12.00@13.00
Good.....	12.00@13.00	12.50@13.50	11.50@12.50	11.50@12.00
Medium.....	11.00@12.00	11.50@12.50	10.00@11.50	11.00@11.50
<b>LAMBS, 46-55 lbs.:</b>				
Choice.....	11.50@12.50	12.00@13.00	11.50@12.50	11.00@12.00
Good.....	11.00@12.00	11.50@12.00	11.00@11.50	10.00@11.00
<b>MUTTON, Ewe, 70 lbs. down:</b>				
Good.....	8.00@ 7.50	7.00@ 8.00	6.00@ 7.50	7.00@ 8.00
Medium.....	5.50@ 6.00	6.00@ 7.00	5.50@ 6.50	6.00@ 7.00
Common (plain).....	5.00@ 5.50	5.00@ 6.00	5.00@ 5.50	5.00@ 6.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.....	16.00@17.00	17.00@17.50	16.50@18.00	16.50@18.00
10-12 lbs. av.....	16.00@17.00	17.00@17.50	16.50@18.00	16.50@18.00
12-15 lbs. av.....	16.00@17.00	16.50@17.50	16.00@17.00	16.50@17.50
16-22 lbs. av.....	16.00@16.50	16.00@16.50	15.50@16.00	16.50@17.00
<b>SHOULDERS, N. Y. Style, Skinned:</b>				
8-12 lbs. av.....	14.00@15.00		15.00@16.00	15.50@16.50
<b>PICNICS:</b>				
6-8 lbs. av.....		15.00@15.50		
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.....	16.00@17.50		17.00@18.50	18.00@18.50
<b>SPARE RIBS:</b>				
Half Sheets.....	11.50@12.50			
<b>TRIMMINGS:</b>				
Regular.....	11.00@11.50			

<sup>1</sup>Includes helpers, 450 lbs. down, at Chicago.

<sup>2</sup>Includes sides at Boston and Philadelphia.

<sup>3</sup>Includes "skins on" at New York and Chicago.

Anton Hehn, former president of the Brooklyn Branch, was again elected president at the meeting last week. Other officers are first vice president, Joseph Stern; second vice president, Harry Hertzog; recording secretary, Frank Adcock; financial secretary, James Pendleton; treasurer, Leonard Sussel; business manager, John Harrison.

At a meeting of the Ladies Auxiliary last week, committees were appointed to take charge of the various charities selected, including mastoid ward, Bellevue Hospital, visiting nurses and another worthy cause.

See Classified page for good men.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef		Week ended	Cor. week,
		Dec. 16, 1896.	1905.
Prime native steers—	18	@19	10 1/2 @20
400-600	18	@19	19 @20
600-800	18	@19	19 @20
800-1000	17 1/2	@18	19 @20
Good native steers—			
400-600	17	@17 1/2	17 1/2 @18
600-800	16 1/2	@17	17 1/2 @18
800-1000	16 1/2	@17	17 @18
Medium steers—			
400-600	16	@16 1/2	13 1/2 @14 1/2
600-800	15 1/2	@16	14 @15
800-1000	15 1/2	@16	15 @15 1/2
Helpers, good, 400-600	16	@16 1/2	14 1/2 @15
Cows, 400-600	9 1/2	@10	9 @11
Hind quarters, choice	23	@24	@24
Fore quarters, choice	15	@15 1/2	@15 1/2

### Beef Cuts

Steer loins, prime	@31	unquoted
Steer loins, No. 1	@29 1/2	@32
Steer loins, No. 2	@28 1/2	@29
Steer short loins, prime	@42	unquoted
Steer short loins, No. 1	@34	@42
Steer short loins, No. 2	@33	@37
Steer loin ends (hips)	@24	@23
Steer loin ends, No. 2	@23	@22
Cow loins	@17	@14
Cow short loins	@19	@16
Cow loin ends (hips)	@15	@16
Steer ribs, prime	@24	unquoted
Steer ribs, No. 1	@20	@22
Steer ribs, No. 2	@19 1/2	@21
Cow ribs, No. 2	@12	@11
Cow ribs, No. 3	@9	@9
Steer rounds, prime	@16 1/2	unquoted
Steer rounds, No. 1	@16 1/2	@14 1/2
Steer rounds, No. 2	@16	@14
Steer chucks, prime	@13 1/2	unquoted
Steer chucks, No. 1	@12	@12 1/2
Steer chucks, No. 2	@11 1/2	@12
Cow rounds	@11 1/2	@11
Cow chucks	@10	@9 1/2
Steer plates	@11	@13 1/2
Medium plates	@11	@13
Briskets, No. 1	@13	@10 1/2
Steer navel ends	@10 1/2	@12
Cow navel ends	@7 1/2	@9
Fore shanks	@9	@9
Hind shanks	@6	@5 1/2
Strip loins, No. 1, bbls.	@50	@60
Strip loins, No. 2	@45	@55
Sirloin butts, No. 1	@27	@26
Sirloin butts, No. 2	@18	@16
Beef tenderloins, No. 1	@65	@60
Beef tenderloins, No. 2	@45	@50
Rump butts, prime	@11 1/2	@12 1/2
Flank steaks	@22	@22
Shoulder clods	@11 1/2	@13 1/2
Hanging tenderloins	@14	@12
Insides, green, 6@8 lbs.	@13 1/2	@14
Outsides, green, 5@6 lbs.	@14	@12 1/2
Knuckles, green, 5@6 lbs.	@14	@13

### Beef Products

Brains (per lb.)	@7	@8
Hearts	@10	@10
Tongues	@18	@18
Sweetbreads	@18	@20
Ox-tail, per lb.	@10	@12
Fresh tripe, per lb.	@9	@9
Fresh tripe, H. C.	@11 1/2	@12 1/2
Livers	@19	@18
Kidneys, per lb.	@10	@11

### Veal

Choice carcass	15	@16	16	@16 1/2
Good carcass	12	@14	14	@15
Good saddles	17	@18	17	@18
Good racks	12	@13	12	@15
Medium racks	9	@10		@11

### Veal Products

Brains, each	@11 1/2	@12
Sweetbreads	@35	@34
Calf livers	@45	@45

### Lamb

Choice lambs	@15	@19
Medium lambs	@13	@18
Choice saddles	@18	@22
Medium saddles	@16	@21
Choice fores	@12	@16
Medium fores	@10	@15
Lamb fries, per lb.	@30	@25
Lamb tongues, per lb.	@15	@15
Lamb kidneys, per lb.	@20	@20

### Mutton

Heavy sheep	@6	@7
Light sheep	@8	@9
Heavy saddles	@8	@9
Light saddles	@10	@12
Heavy fores	@4	@6
Light fores	@6	@9
Mutton legs	@11	@13
Mutton loins	@8	@8
Sheep stew	@5	@7
Sheep tongues, per lb.	@12 1/2	@12 1/2
Sheep heads, each	@10	@10

## Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@17	@19
Picnics	@14 1/2	@17
Skinned shoulders	@10 1/2	@13 1/2
Tenderloins	@30	@35 1/2
Spare ribs	@12 1/2	@16
Back fat	@12	@16 1/2
Boston butts	@17 1/2	@18 1/2
Boneless butts, cellar		
trim, 2@4	@23	@24
Hocks	@10	@13
Tails	@15	@15
Neck bones	@4 1/2	@6
Slip bones	@11	@14
Pigs' feet	@5	@7
Kidneys, per lb.	@9	@11
Livers	@9 1/2	@14
Brains	@12	@12
Ears	@8	@9
Snouts	@8	@13
Heads	@8	@9
Chitterlings	@7	@8 1/2

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@25	@25
Country style sausage, fresh in link	@20 1/2	@20 1/2
Country style sausage, fresh in bulk	@18 1/2	@18 1/2
Country style sausage, smoked	@22 1/2	@22 1/2
Frankfurters, in sheep casings	@22 1/2	@22 1/2
Frankfurters, in hog casings	@20 1/2	@20 1/2
Bologna in beef bungs, choice	@16 1/2	@16 1/2
Bologna in beef middles, choice	@17 1/2	@17 1/2
Liver sausage in beef rounds	@15 1/2	@15 1/2
Liver sausage in hog bungs	@17 1/2	@17 1/2
Smoked liver sausage in hog bungs	@17 1/2	@17 1/2
Head cheese	@17 1/2	@17 1/2
New England luncheon specialty	@21 1/2	@21 1/2
Minced luncheon specialty, choice	@18 1/2	@18 1/2
Tongue sausage	@27	@27
Blood sausage	@16	@16
Souse	@18 1/2	@18 1/2
Polish sausage	@22 1/2	@22 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@39	@39
Thuringer cervelat	@19 1/2	@19 1/2
Farmer	@26	@26
Holsteiner	@24	@24
B. C. Salami, choice	@36	@36
Milano salami, choice in hog bungs	@36	@36
B. C. salami, new condition	@30 1/2	@30 1/2
Frisaese, choice, in hog middles	@35	@35
Genoa style salami, choice	@43	@43
Pepperoni	@31	@31
Mortadella, new condition	@19	@19
Capicola	@46	@46
Italian style hams	@37	@37
Virginia hams	@42	@42

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	11 @11 1/2	@15
Special lean pork trimmings	@15	@15 1/2
Extra lean pork trimmings	@15 1/2	@15 1/2
Pork cheek meat	9 1/2 @10	@10
Pork hearts	6 1/2 @7	@7
Pork livers	7 1/2 @7 1/2	@7 1/2
Native boneless bull meat (heavy)	@10 1/2	@10 1/2
Shank meat	@9 1/2	@9 1/2
Boneless chunks	@9	@9
Beef trimmings	@8	@8
Beef cheeks (trimmed)	@7	@7
Dressed canners, 350 lbs. and up	@7	@7
Dressed cutter cows, 400 lbs. and up	@7 1/2	@7 1/2
Dr. bologna bulls, 600 lbs. and up	@9	@9
Pork tongues, canner trim, S. P.	@12 1/2	@12 1/2

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$5.75	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$6.75	

## BARRELED PORK AND BEEF

Mess pork, regular	@30.00	@30.00
Family back pork, 24 to 34 pieces	@30.00	@30.00
Family back pork, 35 to 45 pieces	@29.00	@29.00
Clear back pork, 40 to 50 pieces	@28.00	@28.00
Clear plate pork, 25 to 35 pieces	@22.00	@22.00
Bean pork	@27.00	@27.00
Brisket pork	@29.00	@29.00
Plate beef	@18.50	@18.50
Extra plate beef, 200-lb. bbls.	@19.00	@19.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$20.00	
Lamb tongue, short cut, 200-lb. bbl.	51.50	
Regular tripe, 200-lb. bbl.	17.50	
Honeycomb tripe, 200-lb. bbl.	20.00	
Pocket honeycomb tripe, 200-lb. bbl.	21.00	

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@17	
Clear bellies, 18@20 lbs.	@17	
Rib bellies, 25@30 lbs.	@17	
Fat backs, 10@12 lbs.	@12	
Fat backs, 14@18 lbs.	@12 1/2	
Regar plates	@12 1/2	
Jowl butts	@11 1/2	

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	24 1/2 @25 1/2	
Fancy abd. hams, 14@16 lbs., parchment paper	20 1/2 @21 1/2	
Standard reg. hams, 14@16 lbs., plain	23	@24
Picnics, 4@8 lbs., short shank, plain	19	@20
Picnics, 4@8 lbs., long shank, plain	18	@19
Fancy bacon, 6@8 lbs., parchment paper	27	@28
Standard bacon, 6@8 lbs., plain	24	@25
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	30	@31
Outsides, 5@9 lbs.	27	@28
Knuckles, 5@9 lbs.	27	@28
Cooked hams, choice, skin on, fattened	39	@42
Cooked hams, choice, skinless, fattened	39	@42
Cooked picnics, skin on, fattened	27	@28
Cooked picnics, skinned, fattened	28	@28

## LARD

Prime steam, cash, Bd. Trade	\$	@13.25m
Prime steam, loose, Bd. Trade		@12.50m
Refined lard, tierces, f.o.b. Chgo.	6	@13 1/2
Kettle rend., tierces, f.o.b. Chgo.	6	@14 1/2
f.o.b. Chicago		
Neutral, in tierces, f.o.b. Chicago	6	@14 1/2
Compound, veg., tierces, c.a.f.	6	@13 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @13	
Prime No. 2 oleo oil	11 1/2 @12 1/2	
Prime oleo stearine, edible	11	@11 1/2

## TALLOWES AND GREASES

Edible tallow	10 1/2 @10 1/2	
Prime packers' tallow	8 1/2 @8 1/2	
No. 1 tallow, 10% f.f.a.	8	@8 1/2
Special tallow	8 1/2 @8 1/2	
Choice white grease	8 1/2 @8 1/2	
A-White grease, maximum 4% acid	8 1/2 @8 1/2	
White grease, maximum 5% acid	8	@8 1/2
Yellow grease, 10@15%	7 1/2 @8	
Brown grease, 40% f.f.a.	7 1/2 @7 1/2	

## ANIMAL OILS

Prime Edible	@15 1/2	
Prime Inedible	@13	
Headlight	@13	
Prime W. S.	@12 1/2	
Extra W. S.	@12 1/2	
Extra Lard Oil	@12	
Extra No. 1	@11 1/2	
No. 1 Lard Oil	@11	
No. 2 Lard Oil	@10 1/2	
Acidless Tallow Oil	@11	
20° Neatsfoot	@10 1/2	
Pure Neatsfoot	@10 1/2	
Special Neatsfoot	@12 1/2	
Extra Neatsfoot	@11 1/2	
No. 1 Neatsfoot	@11 1/2	
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.		

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	@10	
Valley points, prompt	@10	
White deodorized, in bbls., f.o.b. Chgo.	12	@12 1/2
Yellow, deodorized	12	@12 1/2
Soap stock, 50% f.f.a. f.o.b. mills	2 1/2	@2 1/2
Soya bean oil, f.o.b. mills	9 1/2	@9 1/2
Corn oil, in tanks, f.o.b. mills	@10	
Coconut oil, sellers' tanks, f.o.b. coast	8 1/2 @8 1/2	
Refined in bbls., f.o.b. Chicago	13 1/2	@13 1/2 nom.

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine...	@16 1/2	
White animal fat margarine, in 1 lb. cartons, rolls or prints	@15 1/2	
Nut. 1-lb. cartons	@14	
Puff paste (water churned)	@15	
(milk churned)	@15	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. whse stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Saltwater, 1 to 4 bbls. f.o.b. N.Y.:		
DBL. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 1/2	7.50
Large crystals.....	8.00	7.75
DBL. refd. gran. nitrate of soda.....	3.62 1/2	3.25
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.90 1/2	
Medium, undried.....	9.49 1/2	
Medium, dried.....	9.90 1/2	
Rock.....	6.78 1/2	
Sugar.....		
Raw, 96 basis, f.o.b. New Orleans.....	@3.80	
Second sugar, 90 basis.....	None	
Standard gran., f.o.b. refiners (2%).....	@4.80	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.30	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.20	
Dextrose, in car lots, per cwt.....	@3.72	

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	17 1/2	19 1/2
Resifted.....	18	19 1/2
Chili Pepper, Fancy.....	22 1/2	21 1/2
Chili Powder, Fancy.....	22 1/2	21 1/2
Cloves, Amboyna.....	27	26
Madagascar.....	17 1/2	20 1/2
Zamibar.....	17	17
Ginger, Jamaica.....	17	19 1/2
African.....	16	17 1/2
Mace, Fancy Banda.....	68	73
East India.....	63	68
E. I. & W. I. Blend.....	63	68
Mustard Flour, Fancy.....	22 1/2	21 1/2
No. 1.....	15	15
Nutmeg, Fancy Banda.....	25	25
East India.....	20 1/2	20 1/2
E. I. & W. I. Blend.....	19	19
Paprika, Extra Fancy.....	25 1/2	24 1/2
Fancy.....	24 1/2	24 1/2
Hungarian.....	24 1/2	24 1/2
Pepina Sweet Red Pepper.....	38 1/2	38 1/2
Pimexco (220-lb. bbls.).....	21 1/2	21 1/2
Pepper, Cayenne.....	16 1/2	16 1/2
Red Pepper, No. 1.....	11	12 1/2
Pepper, Black Aleppo.....	7 1/2	9
Black Tellicherry.....	11 1/2	13
White Java Mutek.....	12	14
White Singapore.....	12 1/2	13 1/2
White Packers.....	12 1/2	12 1/2

## SEEDS AND HERBS

	Whole.	Sausage.
	Per lb.	Per lb.
Caraway Seed.....	9 1/2	11 1/2
Celery Seed, French.....	24	28
Cominos Seed.....	11 1/2	14
Coriander Morocco.....	8	8 1/2
Coriander Morocco Natural No. 1.....	6 1/2	8 1/2
Mustard Seed, Cal. Yellow.....	9	11
American.....	8	10
Marjoram, French.....	21	25
Oregano.....	12	14 1/2
Sage, Dalmation.....	9	10 1/2
Dalmation No. 1, Fancy.....	8 1/2	10

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)  
(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.29
Export rounds, wide.....	@.40
Export rounds, medium.....	@.22
Export rounds, narrow.....	@.35
No. 1 weasands.....	@.05
No. 2 weasands.....	@.03 1/2
No. 1 bungs.....	@.14
No. 2 bungs.....	@.09
Middles, regular.....	@.30
Middles, select, wide, 2@2 1/2 in.....	@.45
Middles, select, extra wide, 2 1/2 in. and over.....	@.75
Dried bladders:	
12-15 in. wide, flat.....	.70
10-12 in. wide, flat.....	.60
8-10 in. wide, flat.....	.45
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.35
Medium, regular.....	2.25
Wide, per 100 yds.....	2.50
Extra wide, per 100 yds.....	1.30
Export bungs.....	.25
Large prime bungs.....	.19
Medium prime bungs.....	.13
Small prime bungs.....	.09 1/2
Middles, per set.....	.18
Stomachs.....	.08

## COOPERAGE

Ash pork barrels, black hoops.....	\$1.35 @1.37 1/2
Ash pork barrels, galv. hoops.....	1.42 1/2 @1.45
Oak pork barrels, black hoops.....	1.25 @1.27 1/2
Oak pork barrels, galv. hoops.....	1.32 1/2 @1.35
White oak ham tierces.....	2.17 1/2 @2.20
Red oak lard tierces.....	1.92 1/2 @1.95
White oak lard tierces.....	2.02 1/2 @2.05

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, top.....	\$ @10.50
Steers, medium to good.....	10.00 @10.20
Cows, good.....	6.00 @ 6.25
Bulls.....	@ 6.00

## LIVE CALVES

Vealers, choice.....	\$ @12.50
Vealers, medium.....	9.50 @10.50
Calves, good.....	@ 7.50
Calves, plain to medium.....	5.00 @ 6.50

## LIVE LAMBS

Lambs, good to choice.....	\$ @10.00
Lambs, good.....	@ 9.75
Sheep, aged ewes.....	2.50 @ 4.50

## LIVE HOGS

Hogs, good to choice, 160-200 lbs.....	\$ @10.40
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## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	18 1/2 @20
Choice, native, light.....	19 1/2 @20 1/2
Native, common to fair.....	17 @18

### Western Dressed Beef.

Native steers, 600@800 lbs.....	18 @19
Native choice yearlings, 440@600 lbs.....	18 1/2 @19 1/2
Good to choice heifers.....	15 @16
Good to choice cows.....	13 @14
Common to fair cows.....	11 @12
Fresh bologna bulls.....	11 @11 1/2

## BEEF CUTS

	Western	City
No. 1 ribs.....	21 @23	22 @24
No. 2 ribs.....	19 @20	20 @21
No. 3 ribs.....	17 @18	17 @19
No. 1 loins.....	26 @30	28 @32
No. 2 loins.....	23 @25	24 @27
No. 3 loins.....	18 @21	21 @23
No. 1 hinds and ribs.....	19 @22	19 1/2 @22
No. 2 hinds and ribs.....	17 @18 1/2	17 1/2 @19
No. 1 rounds.....	@16	@16
No. 2 rounds.....	@15	@15
No. 3 rounds.....	@14	@14
No. 1 chucks.....	@17	16 @17
No. 2 chucks.....	@16	@15
No. 3 chucks.....	@15	@14
Bolognas.....	11 @12	@12
Rolls, reg. 6@8 lbs. av.....	23 @25	@25
Rolls, reg. 4@6 lbs. av.....	18 @20	@20
Tenderloins, 4@6 lbs. av.....	50 @60	@60
Tenderloins, 5@6 lbs. av.....	50 @60	@60
Shoulder clods.....	12 @14	@14

## DRESSED VEAL

Good.....	16 @17
Medium.....	15 @16
Common.....	13 @15

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	15 @16
Lambs, good.....	14 @15
Lambs, medium.....	13 @14
Sheep, good.....	7 @10
Sheep, medium.....	5 @7

## DRESSED HOGS

Hogs, good and choice (90-140 lbs.).....	\$15.00 @15.50
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## FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	17 1/2 @18
Pork tenderloins, fresh.....	33 @34
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. av.....	15 1/2 @16
Butts, boneless, Western.....	18 @19
Butts, regular, Western.....	17 1/2 @18
Hams, Western, fresh, 10@12 lbs. av.....	26 @27
Picnic hams, West. fresh, 6@8 lbs. av.....	15 @16
Pork trimmings, extra lean.....	17 @18
Pork trimmings, regular 50% lean.....	11 @12
Spareribs.....	13 @14

## SMOKED MEATS

Regular hams, 8@10 lbs. av.....	23 1/2 @24 1/2
Regular hams, 10@12 lbs. av.....	23 1/2 @24 1/2
Regular hams, 12@14 lbs. av.....	23 1/2 @24 1/2
Skinned hams, 10@12 lbs. av.....	25 1/2 @26 1/2
Skinned hams, 12@14 lbs. av.....	26 @27
Skinned hams, 16@18 lbs. av.....	25 1/2 @26 1/2
Skinned hams, 18@20 lbs. av.....	25 @26
Picnics, 4@6 lbs. av.....	18 @19
Picnics, 6@8 lbs. av.....	18 @19
City pickled bellies, 8@12 lbs. av.....	22 @24
Bacon, boneless, Western.....	27 @27 1/2
Bacon, boneless, city.....	27 @27 1/2
Rollettes, 8@10 lbs. av.....	21 @22
Beef tongue, light.....	21 @22
Beef tongue, heavy.....	23 @24

## FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	23c a pound
Lamb fries.....	12c a pair

## BUTCHERS' FAT

Shop fat.....	@3.50 per cwt.
Breast fat.....	@4.00 per cwt.
Edible suet.....	@5.50 per cwt.
Inedible suet.....	@4.50 per cwt.

## GREEN CALFSKINS

	5-9 1/2	12 1/2	12 1/2-14	14-15	15 up
Prime No. 1 veals.....	23	2.35	2.50	2.55	2.95
Prime No. 2 veals.....	22	2.15	2.30	2.35	2.65
Buttermilk No. 1.....	20	2.05	2.20	2.25	2.55
Buttermilk No. 2.....	19	1.90	2.05	2.10	2.40
Branded gruby.....	11	1.10	1.25	1.30	1.55
Number 3.....	11	1.10	1.25	1.30	1.55

## BONES AND HOOFES

	Per ton.
Round shins, heavy.....	\$75.00
light.....	60.00
Flat shins, heavy.....	60.00
light.....	55.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@33 1/2	@34 1/2
Creamery (90-91 score).....	32 1/2 @33	33 1/2 @34
Creamery firsts (88-89 score).....	31 1/2 @32 1/2	32 1/2 @33 1/2

### EGGS.

Extra firsts.....	@28 1/2
Firsts, fresh.....	@28
Standards.....	30 1/2 @31 1/2
	32 @33

### LIVE POULTRY.

Fowls.....	9 @15 1/2	10 @19
Broilers.....	11 @16	
Chickens, under 4 lbs.....	13 @14 1/2	9 @16
Chickens, 4 lbs. and up.....	14 @15	9 @16
Capon.....	15 @19	16 @24
Turkeys.....	12 @17	13 @20
Ducks.....	12 @14 1/2	12 @16
Geese.....	8 @13	12 @16

### DRESSED POULTRY.

Chickens, 31-42, fresh.....	@18
Chickens, 43-54, fresh.....	19 1/2 @20
Chickens, 55 and up, fresh.....	21 @23
Fowls, 31-47, fresh.....	14 1/2 @18
48-59, fresh.....	18 1/2 @19 1/2
60 and up, fresh.....	@21
Turkeys, fresh.....	15 @20 1/2
Ducks, fresh.....	11 @19 1/2
Geese, fresh.....	10 @14
	18 @21

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended December 10, 1936:

	Dec. 4.	5.	7.	8.	9.	10.
Chicago.....	32 1/2	32 1/2	33	33	33	33
N. Y.....	34	34 1/2	34 1/2	34 1/2	34 1/2	34
Boston.....	34 1/2	34 1/2	35	35	34 1/2	34 1/2
Phila.....	34 1/2	35	35 1/2	35	34 1/2	34 1/2
San Fran.....	35	35	35 1/2	35 1/2	35 1/2	35 1/2

Wholesale prices carlots—fresh & centralized—90 score at Chicago:

	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1936.
Chicago.....	30,681	29,563	20,123	2,962,777
N. Y.....	47,686	34,808	35,326	3,233,441
Boston.....	14,431	13,408	11,088	1,100,496
Phila.....	15,906	13,402	18,986	1,008,576

Total.....108,704 91,181 85,523 8,805,590 8,440,813

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	Dec. 10.	Dec. 10.	Dec. 11.	last year.
Chicago.....	73,647	608,989	18,554,015	23,828,466
New York.....	95,948	127,531	11,292,744	6,014,236
Boston.....	39,790	1,728,217	2,631,282	
Phila.....	9,516	55,871	1,163,482	1,429,111
Total.....	179,411	832,106	32,648,458	33,903,095



# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Meat Canning

Man to develop meat canning department. Must know both production and merchandising, have creative ability and be sales minded. Give full particulars of experience. W-583, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sales, Produce, Provisions

Wanted, beef salesman thoroughly familiar with boning cattle and sales of boneless and carcass cuts.

Produce man, who can sell butter, eggs, cheese, poultry in a big way.

Provision man, who understands packing-house provision business, particularly manufactured line.

All must be experienced and know Brooklyn-New York trade. Must be able to handle department. In reply give age, experience, salary expected. W-596, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Position Wanted

### Executive

Manager with experience in plant operations, sales direction, office detail and finance will be available January 1. Can take full charge. W-598, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### General Packinghouse Supt.

Have long experience in large operations. Familiar all departments. Competent to supervise sales, if necessary. New plant or reorganize backward plant. Favorable record. W-597, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Ice Machine

For sale, 10-ton York compressor, 6 x 6, with receiver and condenser. A-1 condition. FS-590, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Equipment for Sale

### Beef Hoist

For sale, double beef hoist for cattle dressing bed. First-class condition. Reasonable. FS-589, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Cutter

For sale, 1 rebuilt No. 3 Hottmann Cutter in perfect condition. The Hottmann Machine Company, 3325 Allen St., Philadelphia, Pa.

### Curing Vats

For sale, quantity of standard curing vats \$3.00 each F.O.B. eastern shipping point. FS-576, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Used Equipment for Sale

Two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; two 6 ft. x 40 ft. Direct-Heat Rotary Dryers; one Albright-Neil 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; 2 No. 1 Anderson Oil Expellers; 1 No. 3 CV Mitts & Merrill hog; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler hammer mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; Two Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Hottmann Twin Screw Cutter and Mixer; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 Boss No. 166 meat chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses; Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY  
14-19 Park Row, New York, N. Y.  
Shops and Plant:  
331 Doremus Ave., Newark, N. J.

### Packinghouse Equipment

Used but in good condition:  
6 No. 8 Sturtevant Blowers with 12" discharge.  
3 6 x 4 x 6 Duplex Inserted Liner Type Steam Pumps.  
26 Brecht Lard Drums. Made of Galv. Steel with iron hoops, 24 in. diam. x 30 in. long.  
50 Hogheads or curing vats. Made of wood with iron hoops, 36 in. diam. x 42 in. long.  
1 24-ton capacity Frick Ice Machine. Complete with steam engine, ammonia receiver, double pipe condenser, freezing tank, freezing cans, overhead crane and American Marsh brine pump.  
Also Boilers, Pumps, Water Softener, Feed Water Heater, Scales, Hydraulic Press, Lard Cooking Tank, Tallow Cooking Tanks, Ham Cooking Kettle and other items.  
For full particulars, descriptions and prices, write to:  
GEORGE H. ALTEN  
P. O. Box 426 Lancaster, Ohio

## Equipment Wanted

### Sausage Linker

Wanted, used sausage linker, Famco preferred. Will pay cash but price must be low. W-586, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Silent Cutter and Jacket

Wanted, 1 No. 38-B "Buffalo" silent cutter, direct-connected to 15 H.P. motor, 220 volt, 60 cycle, 3 phase. Must be A-1 condition and reasonable. Also one 75 or 100 gal. steam-jacketed kettle. W-599, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Business Opportunities

### Mfg., S.P. and Refining Depts.

For rent, brick building 10,000 sq. ft. R.R. spur, corrals, plenty cooler space, steam, refrigeration, water, gas and power. Fully equipped. Suitable for canning. Located in a going plant now slaughtering 1,800 cattle, 1,500 veal monthly. Ripe for S.P. acct. Real deal right party. Owner 3391 East Vernon Ave., Los Angeles, Calif.

### Slaughtering, Sausage Plant

For sale, slaughtering and sausage plant, capacity 500 per week. Lamb, cattle, calves, hogs. Completely equipped. Now operating. Owner retiring from business. FS-594, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## TAKE ADVANTAGE of these OPPORTUNITIES

## GEO. H. JACKLE

### Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal

Chrysler Bldg.  
405 Lexington Ave.  
New York City



Liberty  
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
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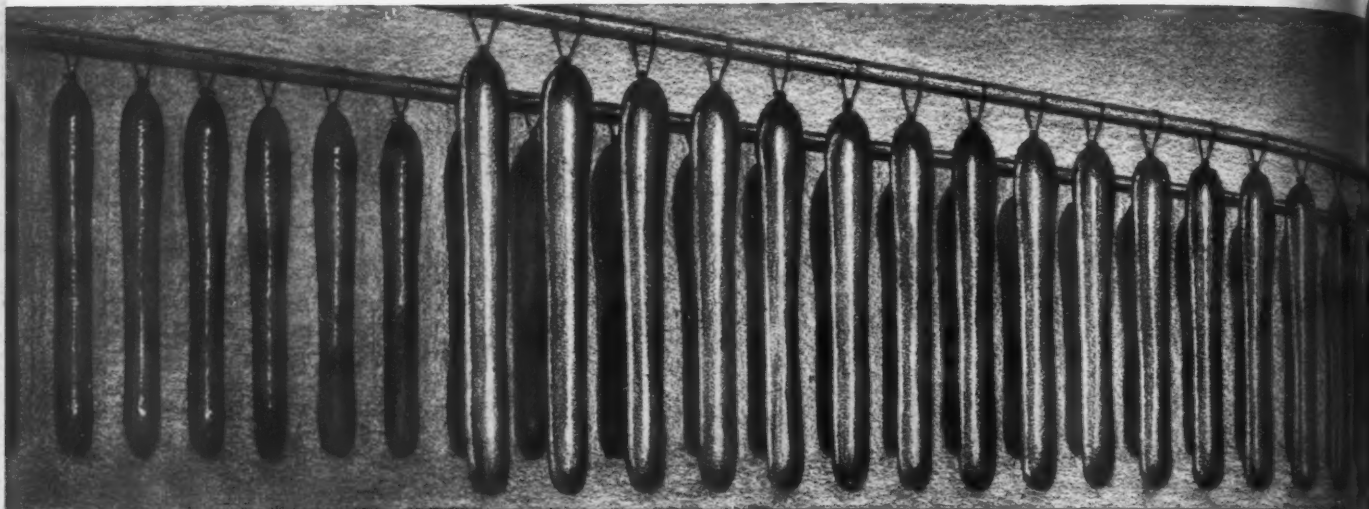
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